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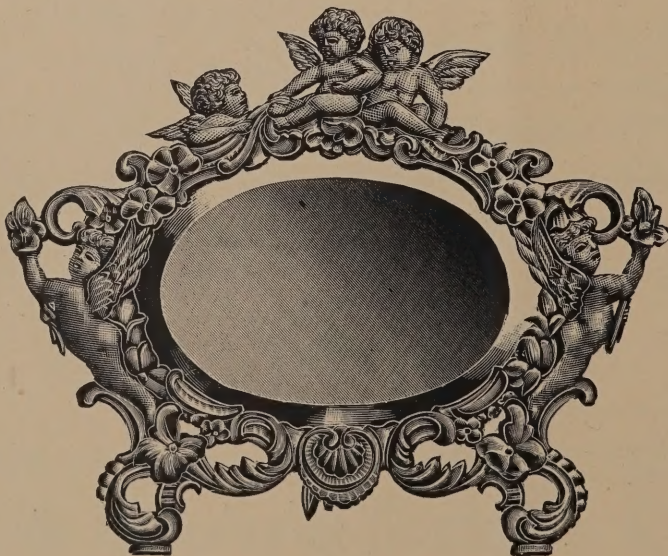
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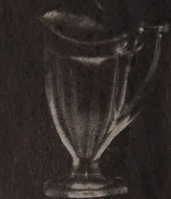
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POTTERY & GLASS

VOLUME III

DECEMBER 1909

NUMBER 6



FLIGHT OF CANVASBACK DUCKS, EXHIBITED AMERICAN WATER COLOR SOCIETY,
BY CHARLES VOLKMAR. BY SPECIAL PERMISSION

CHARLES VOLKMAR, THE POTTER

A GIFTED AMERICAN PAINTER AND ETCHER WHO WOULD RATHER MAKE POTS
HIS DOCTRINES OF TECHNIQUE AND DECORATION

BY WILLIAM WALTON

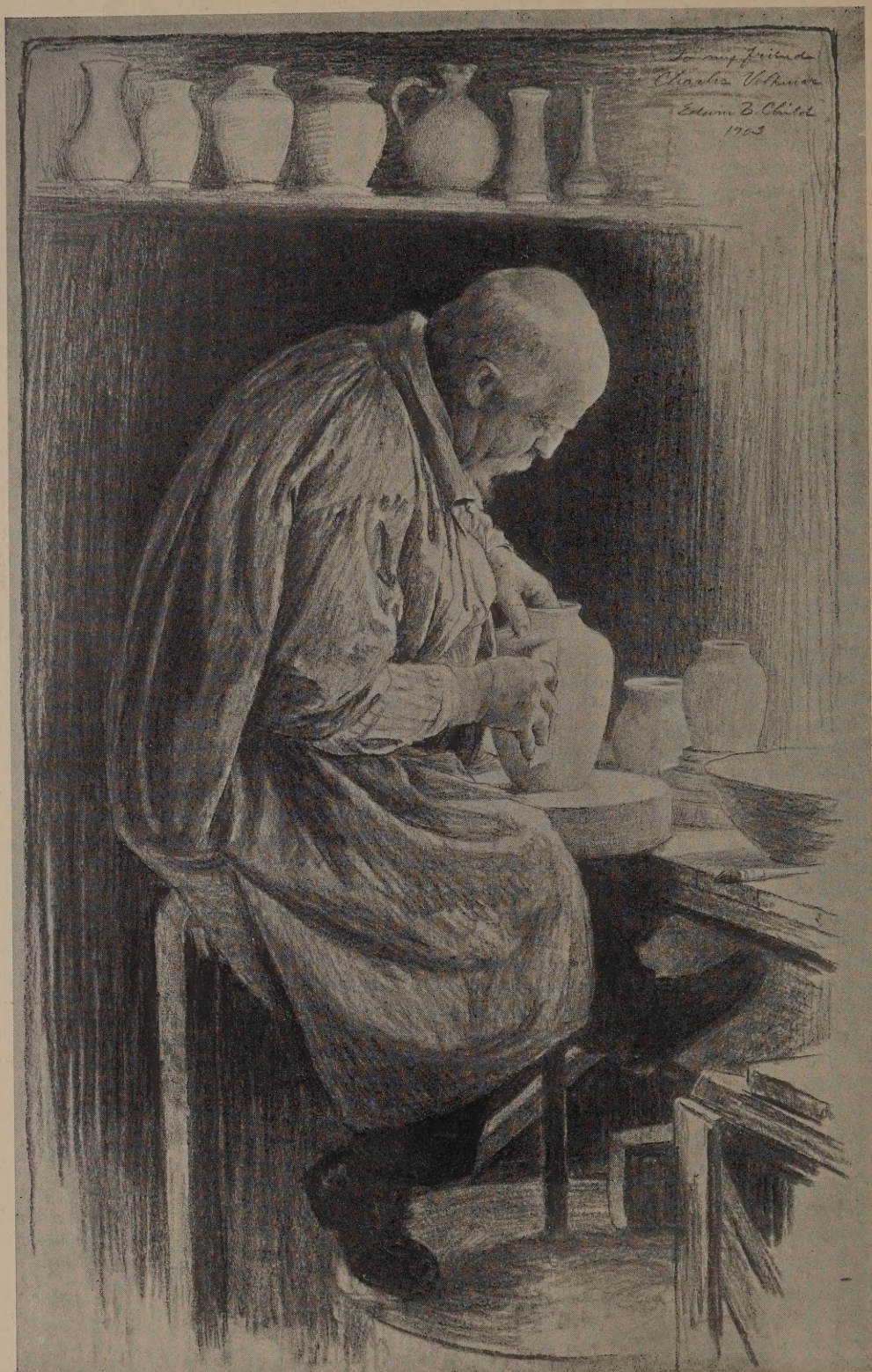
CHARLES VOLKMAR, artist and potter, is a native of Baltimore, Md. His grandfather was an engraver, and his father, educated in Dresden, a portrait painter and skilful restorer.

As a youth, he began to sketch, and before attaining his majority was already enrolled as an art student in Paris, studying under Barye, at the Jardin des Plantes, in the Government schools, and with Harpignies. Altogether, Mr. Volkmar spent nearly fifteen years in and around Paris, and it was while located in a studio at Montigny-sur-Loing, near Fontainebleau, that he became interested in ceramics

through the proximity of a small pottery in which he found opportunity to try his hand at painting underglaze. His first appearance at the salon had been made in 1875 with two oil paintings, and he became a frequent exhibitor with paintings, etchings and pottery.

* * * * *

Not at all content with the mastery of the merely ornamental branches, continues William Walton, writing in the *International Studio*, this artist set himself to the task of acquiring all the technical details, the secrets of the profession as they have been too often considered;



A GREAT ARTIST WHO PREFERS TO MAKE POTS

BY SPECIAL PERMISSION

CHARLES VOLKMAR AT WORK
BY EDWIN B. CHILD

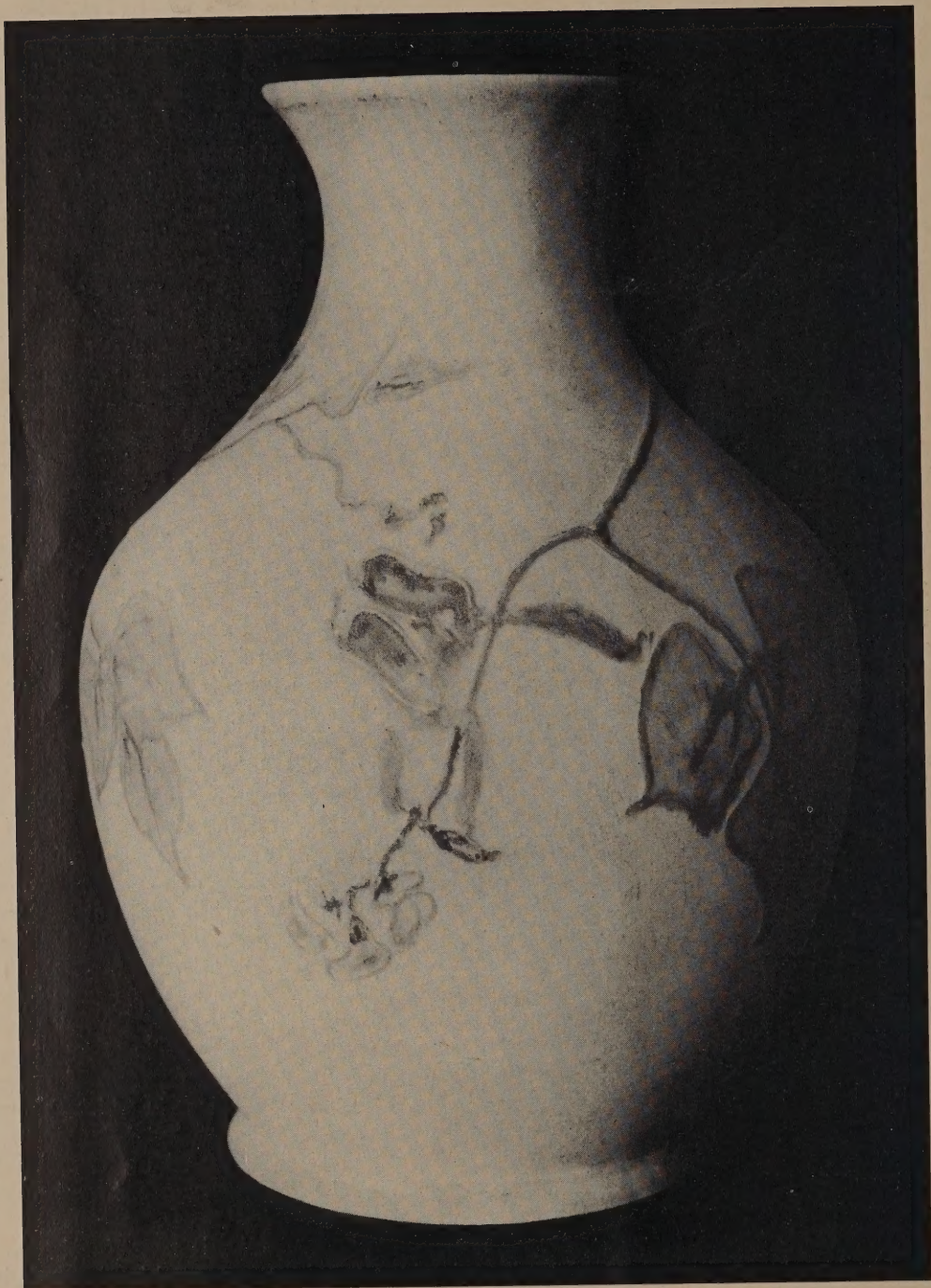
not thinking it necessary to guard them, as so many of his professional brethren have done, he communicates frankly to his pupils all these details—not only those which have long been known in the art but all those which his long experience has accumulated. Indeed, it is partly to the diffusion throughout the West by Mr. Volkmar's pupils (who become teachers in their turn) of this intimate knowledge of the art that has been attributed the activity and the progress made in it in this country since the Chicago Columbian Exhibition of 1893. As this is an art, as well as a science, it is but a portion of it that can be acquired by education; the mere mastery of technical details never made an artist. The most complete knowledge of the chemistry, of the wheel, of the kiln, of the manipulations, will not save if the elusive and incommunicable instinct, the feeling, the artistic instinct, is not behind the knowledge. In the firing, for example, the appreciation of the exact degree of heat in the kiln is of the utmost importance, and for this purpose a learned German chemist has provided a very ingenious test, a cone, composed of various substances fusible at varying temperatures. They were originally furnished in a scale of twenty-five numbers, beginning at Number One, the usual firing temperature of the kiln, 2102 degrees Fahrenheit, and scaling up by jumps of thirty or forty degrees each to Number Twenty-five, 2966 degrees Fahrenheit. Later, a new set was provided, scaling down to Number Twenty-two, only 1094 degrees Fahrenheit. The potter decides on the temperature he wishes for this particular firing, selects the appropriate cone, sets it in the kiln where he can see it through his isinglass peephole, and when it begins to topple over he knows that the desired temperature has been reached. But even this device does not fully avail; the potter who was born potter and not merely made one, can tell in some way, much nearer than thirty degrees, the exact point of his heat, and supplements the test of his cone with one which the chemists never made. This right instinct in connection with tangible and physical things is, of course, even more valuable when it comes to intangible ones.

Beginning with this early practice in the Limoges method of underglaze painting, Mr. Volkmar worked assiduously in one of the smaller potteries. In 1879 he returned to this country and set up his first kiln at Greenpoint, L. I. This was soon succeeded by one at Tremont, where he produced both tiles and pottery of an artistic quality, the "Volkmar faience" being much of the same character as the Haviland slip decorated ware, that is to say, in which the design is carried out not only in color but also sometimes with a slight relief line which

gives something of the effect of *cloisonné* when using colored glazes. The medium and the method in slip painting produce a slight impasto. The slip, as he uses it, is a clay which has been previously burned and ground, and which serves as a white with which to mix his colors, as in gouache painting; the flux is either red lead or borax; the former serves to deepen the tint, the latter to lighten it. If not of the proper consistency it is apt to "run" when in the kiln, and the most carefully executed painting may emerge a ruin. In fact, difficulties and dangers lurk on every hand; the amount of white that can be used varies with every color, the gradations that can be obtained by it cease arbitrarily at certain points. Moreover, the colors used present themselves only as dull whites and grays, to be distinguished only by their labels; the most glowing vases, the most varied landscape paintings, that issue from the kiln went into it only as pale monochromes. The obstacles to be overcome are greater even than in painting on glass, where the artist, with the exception of certain species of glazes, can form a very fair idea of the effect of his work before it is fired.

A cardinal point in Mr. Volkmar's doctrine is that the body of the piece and the decoration shall not dry and be fired together, but that the latter shall be executed on the surface of the former only when it is thoroughly dry and all shrinkage has ceased. By this means he secures not only that leisure in which to work which commends itself to all, but also a greater brilliancy of color. The great chapter on ceramic glazes, as is well known, is one of the oldest in the history of human art, one of the most perplexing, obscure and self-contradictory. No amount of experience, knowledge, genius, or good fortune can ensure constant success; the sub-chapter of accidents is made tolerable only by the fact that all accidents are not catastrophes and that unknown causes sometimes produce astonishing successes. But, generally, it is a devil who enters the kiln to interfere with the ordinary and regular progress of events and pushes over the one piece in which the mysteries of the glaze have produced the most superb color, so that it emerges with a flaw. Mr. Volkmar, like all other potters, can show these *chefs-d'œuvres manqués*.

The palette of color is a restricted one. Red is given only by copper, and by that only in the *flammé* ware produced by the so-called "reduced firing," in which, after the usual firing, the outside air with its supply of oxygen is shut off and the wares in the kiln left in a still longer and higher degree of heat. In this intolerable temperature the green which the copper would naturally produce is transformed into a species of glowing crimson. But frequently it appears



BY SPECIAL PERMISSION. VASE, BY CHARLES VOLKMAR

POTTERY AND GLASS

only as a faint suggestion; all color may disappear and the vase emerge practically white. The metals used for the colors are the oxides, carbonates and sulphates; the carbonates are copper, lead and tin; the oxides, copper, manganese, tin, zinc, antimony, cobalt, and iron. In general, the colors and their properties are much the same as in other pigments used by painters, but there are also exceptions—oxide of chromium makes a deep pink, etc. The usual temperature in the kilns is, as we have seen, about 2,000 degrees Fahrenheit; to obtain this, only the best Lehigh anthracite coal is used.

The heavily built brick kilns have to be banded with great iron bars to prevent their expansion with this intense heat; as it is, the walls

quently used for lamps, umbrella stands, etc., but many of them scorn to lend themselves to any such utilitarian purposes. It is in this sense of dignified, ornamental form that Mr. Volkmar excels. Some of the more open bowls have glazed linings of pale orange or some other color. Very effective results are obtained in various forms of blacks and grays and by allowing the darker glaze to make a pattern by running down the sides under control. In his earlier work may be seen examples of decorative patterns, sprays of foliage, etc., painted on white or cream-colored glaze.

A very important department of the work of the modern potter is the architectural—the supplying of decorative tiles, in endless variety, for



BOWL WITH DUCK AS MOTIF FOR DESIGN, BY CHARLES VOLKMAR

crack and threaten to burst. The kilns vary in size and manner of construction for different wares. At his present pleasant location in the outskirts of Metuchen, N. J., the clay is obtained in abundant quantities from the neighboring hills, the amount used being fifteen or twenty tons a year, and in two or three grades—the finest and whitest with the least potassium, being somewhat the dearest. All of it is dumped on the ground in the open and left to weather; the longer it is exposed to wind and rain, frost and sun, the better it works. With those experienced artists, the Japanese, it is the custom for the father to buy the clay for the son.

In that department of so-called Art Pottery which includes the ornamental vases and bowls the present fashion is for dull and unglazed, or slightly glazed ware, somewhat to Mr. Volkmar's regret. But these simple forms in quiet dark grays, greens and blues, with occasional dark reds, browns, or even a species of pink, offer opportunities for the display of the nicest judgment in design and modeling, in justness of proportion, and of a grace that naturally must not be too light hearted. The larger vases are fre-

hearths, walls, floors, domes, etc. The list of important public buildings that Mr. Volkmar has thus furnished and embellished in the past is much too long to be given here, and the number of private dwellings is very large. Many thousands of tiles are frequently used in one of these commissions.

From this art—which he has made the serious pursuit of his life—he frequently returns to his easel paintings in oils and occasionally to his etching, and in the pleasant and quiet country around his doorstep, and perhaps also in the inner visions, he finds material for landscape studies in which may be recognized much of the dignity and restraint of his old master's style with a somewhat greater wealth of color and variety of tone, a search for something slightly more classic in the composition and more strictly decorative in the arrangement. His studies of ducks, both wild and tame, in full flight like the feathered bullets they are, or placidly paddling and floating in the domestic pond, have been so numerous, so varied and so truthful that to many he is known chiefly as a painter of these fowl, in all his three arts.

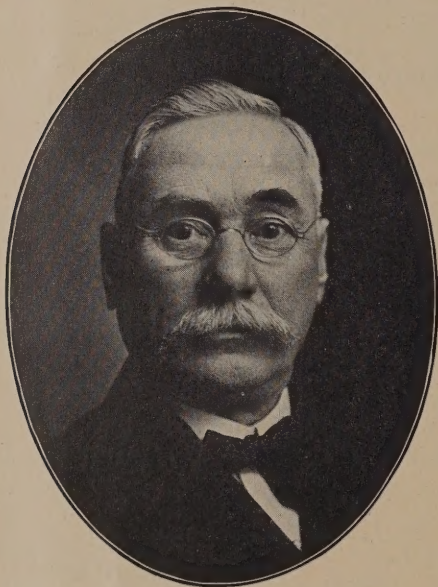
POTTERS' ANNUAL CONVENTION

ELECTION OF OFFICERS AND BANQUET—ART AND DESIGN COMMITTEE MAKES VALUABLE REPORT AND ADVOCATES MORE SCHOOLS FOR THE ADVANCEMENT OF THE CERAMIC ART

THE thirty-first annual convention of the United States Potters' Association, took place at the Hotel Raleigh, Washington, D. C., December 7 and 8, with President Joseph Mayer in the chair. There were present thirty-six active and nine associate members. After a stirring address and recapitulation of events by President Mayer, reports of Art and Design, Historical and Committee on Statistics, were read by Secretary Ashbaugh.

Wednesday morning there was a meeting of delegates to hear the report of the nominating committee, which was followed by the election of officers, who will serve during 1910. It resulted as follows:

President, H. A. McNicol, of the Potters' Co-operative Co.; first vice-president, William Burgess, International Pottery Co.; second vice-president, H. N. Harker, the Harker Pottery Co.; third vice-president, John M. Pope, Mercer Pottery Co.; secretary-treasurer, Chas. C. Ashbaugh, West End Pottery Co., re-elected.



H. A. MC NICOL
PRESIDENT ELECT U. S. POTTERS' ASSOCIATION

A banquet followed, at which W. E. Wells, of the Homer-Laughlin China Co., was toastmaster. Among the guests were several United States Senators and Representatives, many of whom spoke and related anecdotes. As the suggestions made in the report of the Art and Design Committee, of which Will. A. Rhodes, of the Knowles, Taylor & Knowles Co., East

Liverpool, O., was chairman, are of vital concern to the pottery industry, it is given here in full and reads as follows:

In offering this report we find ourselves wondering if any member of this Association, now listening to this reading, has given the recommendations offered by this committee in 1907 and 1908 any serious thought. A favorable discussion by trade and labor publications was noted early in the present year, yet nothing in the way of concentrated effort developed on the part of the membership or officers of the United States Potters Association.

Why do we not refer the recommendations of our Standing Committees to Special Committees, thus opening the way for discussion at our Annual Convention? In doing so we would develop interest, giving each member the privilege of attaining knowledge which might be helpful to him in keeping up with the *fast rising* standard of American Ceramics; also impelling the individual members of your committees to do conscientious and careful work in preparing their reports, and who would become thoroughly imbued with the thought that they might, at least win condemnation or approbation, either one being preferable to indifference.

In referring to the productions of American Potteries during the year now closing, we can only use the words of an optimist—"Never before has such progress, on general lines, been made." The year 1909 has been a wonder worker, giving substantial encouragement to those manufacturing potters, who had the courage of their convictions in offering the trade original designs in shapes and decorations that were truly *commercial art*, combining the artistic with the utilitarian.

The greatest progress seems to have been made in the production of high grade dinner ware. Heretofore the American potter leaned heavily on the producers of decalcomanie—a change is taking place—individual effort on the part of art director, head decorator and modeller is demanded, as a result the offerings of several American potteries show that a definite theme was carefully followed, from the rough block in the modeller's hands, through all stages of making and decorating, until the finished product was ready for the market—a condition greatly in contrast with much of the effort put forth in former years—and strongly indicating the dawn of a new era in American potting.

In the producing of high grade decoration,

there is an increasing demand for skilled labor, printers, groundlayers, colorworkers, tracers, and gilders, who are capable of doing first class work; in some instances the demand has exceeded the supply. The day is fast approaching when skilled labor in the pottery industry will be at a premium, and it seems to us it is about time for a concentration of effort to prepare ways and means along the line of industrial education to meet the fast increasing demands of the American people for high grade pottery "Made in America." The time has arrived when the American potter need not hesitate in increasing the initial cost of production and decoration; the purchasing limit has been lifted. He may now feel secure in making sales if the goods look equal to the price named.

If ever there was a time for a general uplift, it is now.

The great American buyer and consumer is demanding better things from the domestic manufacturer, which includes pottery. The discerning consumer seems to be tiring of cheap and flashy gold stippling, gold dapple and heavy, clumsy, bright gold tracing, judging from the popularity of decorations requiring fine color tracing and coin gold work.

There is a large field open for the studied effort of the American decorator in the application of colors and lusters, with spraying machines or air brush—with the aid of stencil composition or tin foil.

Foreign decorators of specialties show many novel and trade winning effects, resulting from the use of stencil designs, particularly when used in combination with decalcomanie sprays made up of white and neutral tints. In this class of work there is ample opportunity for individuality in design and adaptation.

The progress of the present year, points with no uncertain finger to the fact that we need to turn our thoughts toward industrial education and make some preparation for the future; it is not theory, but a very convincing fact and should merit careful thought. The Cleveland Technical High School has the distinction of being among the first schools to take up the matter of clay working and especially that of pottery. This building will accommodate 1,000 students, contains 65 class rooms and complete courses in pottery and clay are given. The pottery department contains necessary jollies, throwing wheels, whirlers and other equipments necessary for proper instruction. The matter of pottery manufacture has as yet been given practically no attention, but the larger cities are adopting it, and pottery departments have been installed at Boston, Mass., Cleveland, Ohio, and other cities, while a number of colleges have already taken up the work.

Why cannot an effort be made to establish

Technical High Schools in all pottery centers, thus creating an atmosphere favorable to a high development of technical skill and industry, reviving "Craft Pride?" The National Society for the Promotion of Industrial Education, which was permanently organized in November, 1906, at Cooper Union, New York City, is doing a great work in its systematic effort to place before its members valuable contributions to industrial education published under auspices other than its own. Through the distribution of these valuable publications and the active correspondence now carried on by the National officers with the nine state branches and the twenty-eight state committees, the organization may justly be said to be fulfilling its function defined by its late president, Dr. Carroll D. Wright, as "a clearing house of industrial education for the country."

We here offer a few extracts from the Society's publication:

"Industrial education will be greatly beneficial to the individual and the state if it reduces the term of apprenticeship and aids the individual in increasing his capacity as a producer and wage earner."

"For forty years or more this demand for fineness and beauty in manufactured products has been steadily gaining ground. Its influence has been clearly manifested in the great world exposition. It has become a well recognized element in international competition."

"The commercial advantage in the near future will rest with the nation which can make the finest combination of inventive skill, with beauty of design and workmanship."

"The way of industrial education lies not in a more complex curriculum in existing schools, but in a larger variety of schools, each with a simpler program and each seeking to do well the work it sets out to do."

"No series of schools can finally survive which does not relate itself to the public school education; hence, the course from which pupils are to be drawn, must in the long run be the public schools."

"In 1876, at the Philadelphia Centennial, Germany found herself beaten by other nations in the field of art and industries, and her commission to the exposition cabled to her government, "Our goods are cheap but wretched." Twenty-six German states immediately determined to make an effort to regain the lost ground by educating the people. In twenty years she had doubled her exports. This was accomplished by incorporating in her schools systematic art instruction. The United States Bureau of Education has emphasized the importance of this matter in a circular issued some years ago. In this it was urged that if we wish to have in this country skilled workmen

to compete with the skilled artisans of Europe, thereby improving our manufactures, we must begin with the work of training such workmen in our primary schools. The boy who leaves the public schools without any industrial training must of necessity, as a rule, take up his work in life as an unskilled worker."

"Our society stands pledged to give our boys and girls this chance, and we appeal to you, as we appeal to the whole nation, to help in this great and grand movement, and we think that in time we can look forward to a future for this nation, such as is almost beyond our dreams. This country is awakening. The interest in the movement for industrial education is latent; it needs a longer haul, North, South, East and West, to bring the fruitage which we all so intensely desire for ourselves and those who will carry on the work of the world after us, effectively and efficiently."

Can we, as representatives of a great important and growing industry, conserve our best interests in failing to become a part in the work being carried on by the National Society for the Promotion of Industrial Education? Feeling the great importance of the subject we cannot refrain from again calling your attention to the desirability of establishing permanent exhibits of American ceramics in the museums throughout the United States.

Herewith we offer for your consideration the request of W. J. Holland, Director, Carnegie Museum, Department of the Carnegie Institute, Pittsburg, Pa., which reads: "We desire in the new gallery, which is being opened at the Carnegie Institute, to make a display illustrative of the fictile art in America, and we should be especially glad to secure specimens illustrating the art as it has developed itself within the region of which Pittsburg is the Metropolis. Such an exhibit cannot fail to possess great interest, not only for students, but for the public at large. As you know, over a half million of people annually visit our museum and there are few places in America where such a display would have a greater educational value. I trust that a general interest among the manufacturers may be awakened in the exhibit."

Your committee is very much in earnest and urgently desires your favorable consideration, as an association and as individuals, of the project looking forward to the establishing of a permanent exhibit in the Carnegie Museum.

The keynote of this report is "the need of concentrated effort."

Our view point is "the possibilities of industrial education."

TRADE NOTES

C. W. Lyon has opened a queensware and glassware store in the Hubbard Building, Centralia, Mo.

O. E. Gillen, of Anamosa, Ia., has leased a store to H. S. Hafer, who has opened a 5 and 10 cent store.

A 5 and 10 cent store has been opened in the Sherman Building, Centralia, Ill. Name of owner unknown.

E. F. Fulgham has rented the Gebert building on Grand Avenue, Galveston, Tex., and will open up a racket store.

George Jenkins has purchased the 5 and 10 cent store of John Dieter, at Bloomington, Ill., and will continue in the same line.

L. O. Hoxie, of Coldwater, Mich., has opened a 5 and 10 cent store at Fenton, Mich., and among other goods will carry a varied assortment of china.

The George C. Stratton Co., of Peoria, Ill., which conducts a 5 and 10 cent store, has moved into larger quarters on account of an increase in business.

A. Weinberg has opened a large variety store at 114th Street and Lenox Avenue, New York City, and is carrying a large assortment of china and glassware.

Cromwell's new 5 and 10 cent store on Main Street, Mt. Carmel, Ill., has been opened. This is one of a chain of these stores that are of the very attractive kind.

Walter Williams has formed a co-partnership with Armal D. Seniff, who has been conducting a 5 and 10 cent store at Quincy, Ill., and the stock will be increased materially.

Under the firm name of McKinney & Gable a new 5 and 10 cent store is to be opened in the Sweeney Building, North Chicago, Ill. A tin shop is to be combined with it.

Evans Brothers have purchased the China Hall Queensware store at Hutchinson, Kansas, and purpose making it an up-to-date enterprise. L. D. Pollock was the former owner.

Geo. P. Keating has been appointed receiver of the Bostwick Glass Co., Lockport, N. Y., and an order staying the sale of the property under the chattel mortgage held by the Bank of Wayne, for \$5,000, has been granted.

CAMBRIDGE GLASS CO.'S MEDAL

The Cambridge Glass Company, of Cambridge, Ohio, has very recently received advice from England, stating that it has been awarded a diploma and gold medal for the exhibit that the company made at the "Golden West and American Industries Exhibition," this year. This exhibition was held at Earl's Court, London, and was continued from May until October. The Cambridge company greatly appreciates these awards, coming as they do, in addition to the awards that were received at St. Louis and Jamestown. The company's plant is running under the direction of Mr. Arthur J. Bennett.

PORCELAIN FIRING

VARIOUS COMMON AND NOTICEABLE DEFECTS—THEIR CAUSES AND MEANS OF PREVENTION

IT has been the frequent experience of ceramic manufacturers that the slightest negligence of the workmen in charge of the firing is fatal to the perfection of the final result. Discussing the subject in the *Keramische Rundschau*, "O. W." urges the importance, after each emptying of the kiln, of having it thoroughly examined by the mason, with a view to all its parts being restored to their normal proportionate dimensions. Otherwise there is an increased draught and the kilns thus burn more rapidly, their operation being less certain. Cracking or splitting of the masonry allows of cold air reaching the interior of the kiln, the ware inside thereby acquiring a yellow tinge. Moreover, the cold air reduces the heat of the flame, thus equalling a waste of fuel. The smallest crevices and holes should be covered with mortar and the channels of the furnace well cleaned; the uniform draught thus obtained promoting the active circulation of the fire gases.

FILLING THE KILN

Attention is next called to the filling of the kilns, and in connection therewith, to the condition of the saggers. Each sagger should be examined before use; those with cracks or holes being put out of service or stopped up; otherwise, during the firing, all kinds of impurities (such as flying ashes) will reach the ware and spoil it. It is strongly recommended to glaze the inside of the sagger, thus preventing the ware from being damaged by the fall of detached particles. The glaze wiped off the feet and lower parts of the ware can be used for glazing the capsules. If the latter are not glazed, they should be carefully swept out and the surface coated with kaolin slime or sprinkled with fine fire-proof sand, in order to prevent the ware from adhering. Only after such a thorough examination of the saggers should the work of filling them begin.

Care must be taken in filling the saggers, that each piece of ware goes into the one intended for it, so as to prevent loss of room or adhesion. Each piece of ware should be examined, and, if defective, touched up with glaze. If several articles are to go in the same sagger, space should be, as far as possible, economized. A careful workman should be entrusted with the filling of the kiln, who will place ware liable to warping or sinking, in the position where the fire is mildest. A symmetrical arrangement of the contents of the kiln is also recommended. These hints will indicate what a number of defects and losses can be avoided by the careful filling and arrangement of the kiln.

FIRING THE KILN

Equal attention is required in the firing of the kiln. The gases of combustion entering the kiln are diffused in all directions and give off to the contents of the kiln a part of their heat. Smooth, close bodies, like metals, are good conductors of heat, absorbing it very quickly, and communicating it just as quickly. Rough and porous bodies (such as form the contents of the kiln) are, on the contrary, bad conductors of heat, absorbing and communicating it equally slowly. Hence, the heating of the kiln must be slow, and without overheating, in order to attain a uniformly rising temperature through the whole of the kiln. The duration of the preliminary firing, when once established, must be adhered to under all circumstances, as a shortening of the time with a view to saving coal, would lead to very bad results. During this preliminary firing, the air is allowed to enter freely. If the change to the reducing fire is made too soon and too suddenly (the supply of oxygen being reduced or stopped) the result will be an unsightly grey or black tinge in the ware. The occurrence of this defect is, however, not always the fault of the workman, for, with coals which produce much carbon (soot), it is almost impossible to obtain a pure white ware, for which reason it is advisable to avoid using such coal.

SUDDEN CHANGE UNADVISABLE

Other defects are likewise produced by too early and sudden change to the reducing firing. By regularly and slowly increasing the temperature, air, gases or moisture are expelled from the ware, before the glaze melts. Too rapid a change will, however, quickly set or fix the glaze, or, if the ware is unglazed, a hard crust will be formed before the gases in it can escape. The rising heat materially increases the volume of the imprisoned gases, which, in their vain efforts to pass through the close glaze, distend the surface in places, producing a pock-marked effect, thus injuring its appearance and quality.

The quantity of fuel is to be regulated by the requirements of the increasing temperature in the kiln, stirring taking place at uniform intervals. The latter operation, as well as the removal of slag from the grate, should be effected as quickly as possible, in order to permit the minimum access of cold air, and thus to prevent the ware from becoming yellow. The coal should be, as far as possible, of uniform size, and put in loosely, in order that the

necessary amount of oxygen may be introduced and may combine the more readily with the combustible substances. The coal is thus very soon brought to a glowing point, which is a material help in maintaining a constant temperature. The loosening of the coal between the intervals of regular stirring is best omitted, unless rendered necessary by the properties of the coal. Usually only the upper layer is loosened, with the result of the production of a good deal of flying ash, which increases the smoke. Moreover, being of a mineral nature and often containing iron, the flying ash leads to the formation of spots on the ware, which it reaches through any holes or cracks which may be in the saggars. These spots are not to be confounded with those arising from gross impurities of the raw materials, although hardly distinguishable from the latter.

VARIOUS DEFECTS IN PORCELAIN

A variable character in the flame during the final firing leads to the most frequent defects, and particularly to the ware becoming yellow. The real cause of this appearance lies in the qualities of the raw materials employed, all of which, without exception, contain more or less iron. The color of pure oxide of iron, when burnt, is a reddish-brown, which, on being combined with a white burning material, like porcelain, gives the latter a yellowish tinge. In order to give the porcelain the indispensable white shade the oxide is destroyed, being changed into the scarcely noticeable oxidule. The latter produces a greyish tinge, through the action of the reducing kiln-gases, deficient in oxygen, upon the ware containing that element.

Another defect arising during the firing is the "egg-shelling" of the ware, produced (in the same manner as the pock-marked appearance) by the gases it contains. This defect, is, however, produced nearer the end of the final firing, at which stage the gases are enabled to break through the glaze by reason of the tem-

perature giving the latter a thin-flowing character. The distended edges of the places thus affected do not perfectly melt, indentations being thus produced, which easily attract dirt. The ware, having the appearance of being covered with black spots, is, of course, worthless. In the last stage of the process it is, however, no longer needed to attach so much importance to a reducing firing; partially neutral fire being beneficial rather than injurious.

The above defects in ware summarize those most frequently arising during the firing. Other appearances, such as a wavy dull glaze and insufficient transparency, are the result of imperfectly fired kilns. By reason of the temperature being too low, the glaze is not completely melted, a wavy and more or less dull surface being produced. The union of the particles of the ware is not effected; deficient transparency resulting. Cracks are in such cases often seen in the glaze. In a well-fired kiln, there will, however, sometimes be found some articles with a wavy glaze. If this appearance is not explained by the layers of saggars being too close together, or by some other evident cause, a closer investigation will show that the coating of glaze on such ware is relatively weak. Such a glaze will not become as level nor run as well (even at a high temperature) as a glaze of the normal character.

If, however, over-firing has taken place, and too high a temperature has been attained, the glaze easily loses its properties and becomes "blind." There is a tendency towards the warping and sinking of the ware and towards adhesion of the lower portion. The proportion of broken saggars is, likewise, heavier than with normal firing.

While it has only been possible to quote the leading features of this interesting article, they will doubtless be found of interest, as illustrating the preventive methods used in Germany for avoiding defects in finished porcelain ware.

PERRY COLLECTION SOLD

Marsden J. Perry, Providence banker, has sold his collection of antique Chinese porcelains to J. Pierpont Morgan. The price is said to be between \$500,000 and \$600,000. The collection of 300 flawless pieces has been loaned to the Metropolitan Museum of Art, of which Mr. Morgan is president, and will be shown in connection with the Garland collection. Mr. Morgan also owns the latter collection, and the two groups will form the finest lot of Chinese ceramics in the world. Connoisseurs have placed a value of \$1,500,000 on the Garland collection.

No man is so selfish as to keep all his popularity to himself.

PACKAGE PRICES ADVANCED

Recently glass manufacturers who have occasion to use cardboard boxes, strawboard and the like, were notified that while present contracts would be filled at the old rate higher prices will prevail under future agreements. Chipboard stock has jumped from \$22 to \$27 a ton, and strawboard from \$20 to \$25 a ton. Bending boards have leaped from \$5 to \$6 a ton to \$8. Another advance is looked for, it is stated, in the near future. Glass specialties, domes, shades, etc., are shipped in such packages, and the advance is a matter of considerable moment to manufacturers.



BOHEMIAN CERAMIC SCHOOL WORK

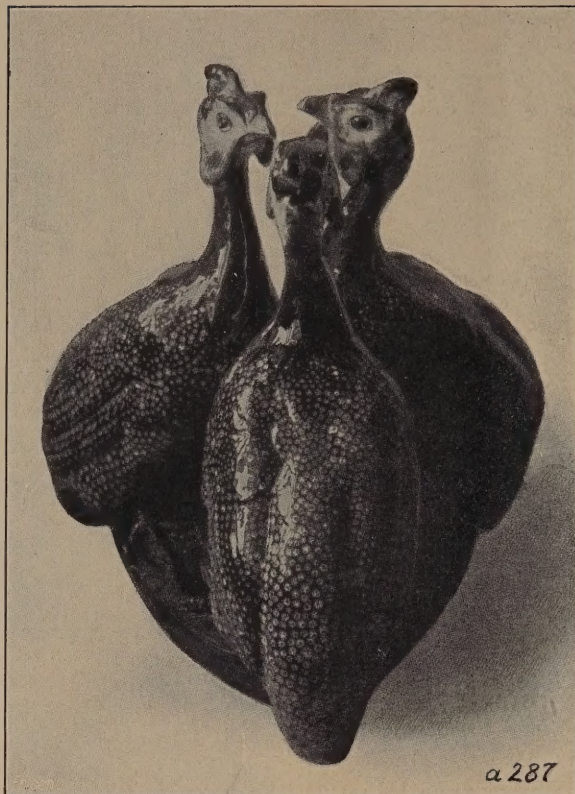
AMONG prominent features of the recent Prague Jubilee Exposition, was the exhibit of the Ceramic School of Bechyn, lately described in the *Tonindustrie-Zeitung*, to which journal POTTERY AND GLASS is indebted for the subjoined cuts. This exhibit, contributed at the special invitation of the Exposition authorities, illustrates the three sections of instruction—art pottery, ceramic painting and stove-work. While the relatively limited space at the disposal of the school only allowed of a small display of large articles, there was all the more complete an assortment of smaller objects.

Art pottery was very fully represented by the

work of the students, evidence being thus afforded of the attractiveness of the varied materials *techniques*, and decorative elements at their disposal. Both practical and ornamental articles were comprised in the exhibits, many of which showed the influence of modern artistic tendencies; this being specially the case with the vases, urns, flower pots, dishes, etc. The decoration included plant, as well as animal motifs; the exhibits being in some cases of majolica, and in others faiences, and the glazes both dull and bright. Some objects had luster colors. Aventurine and crystalline glazes, etc.



Prominent among the articles displayed was a large bottle-shaped vase in dull-colored Aventurine glaze, as well as a narrow-necked high vase, with plant decoration in relief in a dull green glaze. Other objects were a flower-pot cover, partly in open-work, with Whitsuntide rosebuds, a jardiniere with fish design, etc. The collection likewise included popular styles based on old traditional models, carried out with a due regard to national characteristics. A number of plastic representations of animals likewise illustrated the subject of art pottery.



glaze, with metallic salts. Decorated vases and plates in white enamel on colored ground completed the assortment.

The stove department was represented by a modern tiled stove in Nile-green glaze, from a design by Professor Eduard Hauptmann. Other exhibits include a baptismal font in a dull greenish gray glaze, designed by Professor Franz Kopecky — various specimens of Gothic tiles—and other parts of the noted ornamental stove of Hohensalzburg, a duplicate of which work was executed by the Bechyn school from the original molds.

In the section of ceramic painting, a varied assortment of exhibits illustrated the work of the school. The features of the specimens included the principal *techniques* of the art, as well as under-glaze and over-glaze effects, enamel painting and painting with solutions of metallic salts. Particular attention was attracted by two large and various small tile panels, with plant motifs, painted under-

A number of students' models were contributed by the plaster cast department. Another interesting feature of the display was a collection of art and other glazes shown by the chemical section.

Generally speaking, the exhibit of the Bechyn school met with the approval of experts, and indicated the endeavors of the students to raise the standard of industrial ceramic art.



ARTS AND CRAFTS EXHIBITION

An arts and crafts exhibition is being held by the National Society of Craftsmen at the National Arts Club, 119 East Nineteenth Street. It opened December 6 and will be concluded December 30. This will give an opportunity to inspect art work in the shape of bookbindings, book plates, illuminated work, art silver and jewelry, wood-carving, textiles, and pottery. The exhibition is a fine one and all lovers of these branches of art are cordially invited to attend.

TO DRILL HOLES IN GLASS

Secure an old three-cornered file the size of the hole desired in the plate and grind two sides of it to a point. This file can be put in, held and turned the same as a bit in an ordinary carpenter's brace. Place the glass on a smooth surface with a soft piece of cloth under it where the hole is to be drilled. Take some soft putty and make a ring around on the glass and fill the cup-like place with turpentine. Then bore the same as wood.

GATHERED IN GOTHAM

AS the old year draws to a close it finds business in the domestic pottery and glass trade in sort of paradoxical shape. It isn't so long ago that there was no business at all, but at present the factories are so busy that they can't send out the orders given them by agents, and the latter are acting as go-betweens, or peace-makers, but it is hard to pacify buyers who clamor for goods because their customers are demanding what they haven't got.

This condition applies more to glassware—cut and pressed, than to pottery. In the competition prices have been cut by some makers of pressed glass tumblers, to a point where the profit is almost prohibitory and others have maintained prices and got them. There are to be no low prices next year, we hear, because, as heretofore announced, they are to be raised, it being claimed that goods have been sold at prices that were ruinous and it must all be stopped.

All one hears in the district nowadays is the talk of new shapes and decorations in dinnerware, several potteries being engaged in bringing them out. Complaints are heard among agents that buyers are too "offish." There are some beautiful things in glassware now being shown, but the buyers don't know it because they do not keep in touch. Mr. Buyer, you should be on the *qui vive*.

There will be but few changes among buyers and traveling men at the first of the year, if what is told us is true, and as the statements mostly run one way, there seems to be no reason for doubting them. This is the off season in pottery and glassware, and, as referring to both imported and domestic goods, nothing is anticipated until the new samples have arrived and buyers begin coming into town.

H. Benedikt, 23 Park Place, who represents nine concerns, as agent, spent the early part of this month making the rounds of the factories in the interests of the new 1910 lines. It is promised that the Canonsburg Pottery will show some new dinnerware that will be sure to be a winner.

We have it straight from Fred Skelton, agent for the Jefferson Glass Company, 32 Park Place, that there are to be some new things in Chippendale goods next year, and now is the time to begin to ask questions.

William H. Warrin is exhibiting the Porter-Tuff line of glassware at his show room, 25 West Broadway, and it is most attractively arranged.

No finer or more cheerful show room exists in the district than that of Blakeman & Henderson, 25 West Broadway. The balcony in the west room is reserved for dinnerware lines, while plaques, fancy goods, and rail plates are shown on the main floor. The Tungsten system of illumination has been adopted. This firm, by the way, has recently opened their new sample line of French china and it makes a beautiful exhibition.

The George H. Bowman Co., 39 Murray Street, will have some new things to show very soon in imported cut glass. Ernest Wolf, buyer for that department, has been abroad several weeks making selections.

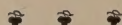
After January 1, A. P. Doctor, agent for the Central Glass Co., 66 West Broadway, will have some profusely illustrated catalogues to show the trade. There will be four in all, and they will tell of the etched and pressed stemware, blown stemware and tumblers. Some of the cuts are to be full size.

The departure, November 30, of Mr. George Hamilton from the employ of Maddock & Miller, to become agent for Furnivals, limited, with headquarters at 25 West Broadway, was marked by a dinner given in his honor by the firm, the presentation of a gold watch, and a chain and charm by his fellow employees. It was a love feast throughout and illustrated how well a good man may be thought of by his employers, after he had served 19 years and did for them the very best there was in him.

As souvenirs are very much in favor at this time, the idea has been nicely conveyed to the glass and pottery trade. Messrs. Faulkner & Forbes, 24 Murray Street, are making a bid on this class of goods and among other things they offer are plates in blue ornamentation showing pictures of buildings. One of these presents several public buildings at Peoria, Ill., and is a very catchy piece of work. The plate is of foreign make, made to order, as to the cuts. They have had a good sale. Other souvenir plates show cuts of persons, animals and various objects and are made in this country. A lot of holiday novelties are displayed that are suitable for Christmas gifts, and some of them can be bought at retail, too.

At the big store of Bawo & Dotter, 26 Barclay Street, are to be found some pretty ideas in glassware, both as to shapes and cuttings, all of the higher grades that may be found at

the shops of jewellers and the more prominent stores. Among the floral designs are to be found daisies and sunflowers. Buyers are assured prompt delivery on these goods and they may be obtained in assorted lots.



It would pay lovers of fine French china, to call at the salesroom of the J. Pouyat Company, 37 Murray Street and look over the special lines of dinnerware, white china for decorating, fancy lines and specialties for the jewelry trade. The array of choice exclusive shapes and decorated goods, is captivating to anyone that appreciates the artistic in china.

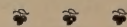


Max Herbert, 42 West Broadway, is agent for a superb line of brass goods that are now the thing for the trade. His goods are the kind that sell. Aside from this assortment. Mr. Herbert handles three very fine lines of

cut glassware, among which are some really choice pieces.



The future welfare of Maddock & Miller's French china department will be looked after by Mr. Justin Tharaud, who had previously been seven years with Endemann & Churchill.



Many of the traveling men are shaping their schedules in such a way as to be home for the holidays, and when they get back will not go out again until about January 15.



The district will lose a very genial person at the close of this year, when Mr. Charles M. Brooks, manager of the Mitchell, Woodbury Company, leaves that concern to become merchandise manager and buyer for the Burley & Tyrrell Co., Chicago. Mr. Brooks will take up his new duties January 1.

MITCHELL WOODBURY'S CHANGE

It is learned that the large crockery and china fancy goods importing house of the Mitchell Woodbury Co., 28-30 West Broadway, will soon vacate the premises and move elsewhere to smaller quarters. The new location in the downtown district will be chosen by Mr. Woodbury who has just returned from Europe.

This Company, whose headquarters are in Boston, located at the above address some time ago when it bought the building and the reason given for changing location is, that the present ground floor is too large. The premises are to let.

HERMAN HALLE'S NEW LINES

Herman Halle, selling agent for fancy metal goods, at 810 Broadway, after January 15, will show new lines from The National Brass Mfg. Co., Cincinnati, which include photo frames, mirrors, clocks, ink stands, desk sets, book racks, sconces, candlesticks, candelabra and fancy novelties; also the line of F. W. Kralert & Co., Philadelphia, including decorated lamps, gas and electric shades, pitchers and vases. In addition Mr. Halle sells the products of the Cincinnati Artistic Wrought Iron Works, which manufactures gas and electric portables, shades and domes, andirons, fire sets, wrought iron novelties, and handles one of the choicest lines of hammered brass jardinières, ferns, umbrella stands, pedestals, trays and many other novelties entirely new.

PORCELAINES G.D.A. NEW GOODS

Among the new things that will soon be presented in the interest of buyers, as products of foreign manufactories, will be an exclusive line of dinnerware, from the Limoges, France, factory, of Porcelaines G. D. A. We are enabled to say, on authority of this house, that the dinnerware referred to is of entirely new shape and design, and very delicate and beautiful as to decoration—in fact the whole conception represents a radical departure from anything in similar goods that this house has previously placed on the market.

The sample line will be ready at the show room, 29 Barclay Street, surely by January 15, and all interested may look them over at that time. These goods are for delivery next fall and will be top-notchers for the 1910 holiday trade.

THE FOCHT GAS KILN

The Ionia Mfg. Co. of Trenton, N. J., has recently installed a Focht Gas Kiln which accommodates 150 dozen pieces at a firing, the largest by several times of any previously used in any of the local decorating shops. They say that they have tried several types of kiln, but this is the only one to give eminently satisfactory results. They will gladly show the kiln in operation to any decorator interested. The kilns are made by Focht & Sons Co., Hoboken, N. J., and controlled by L. Reusche & Co., 6 Park Place, New York.

GLIMPSES OF GLASS HOUSES

ALL buyers, who would secure for themselves a large supply of domestic glassware, have been getting aboard the glass chariot, and heading to the factories, in order to secure the prices that at present prevail, for they know not what the 1910 advance in prices will be and they have shown no desire to flirt with fate. It looks, therefore, as though a great many deliveries would be made next year on orders that will carry the present year's prices.

The manufacturers continue to be very busy, and they are preparing to show some new things in glassware that will be sure to take well, unless predictions fail. There is going to be a brisk demand for confectioners' glass jars, and the factories report that the wave of prosperity must have struck the South because the dealers there are demanding a higher grade of glassware than they bought in former years.

The present holiday trade has been conspicuous for the strong demand made for vases, etched, cut, and decorated glass, large shipments of each having left the district for the large cities. Buyers who have made good with their purchases of Colonial glassware will do well to keep these goods in mind, as we hear that the production of it is to continue and some new shapes will appear. The lamp industry, which includes portables and electroliers, is more than brisk, and it may be added that the two last named articles are great and continuous sellers. But, as previously stated, prices for 1910 are causing more concern than anything now in the glass industry.

Buffalo, N. Y.—Plans for the construction of a large warehouse are in progress for the Buffalo Glass Co. It will be of pressed brick construction, with stone trimmings, and will be four stories high. The dimensions will be 72x165 feet. This is the concern of which M. J. Blodgett is president.

Pittsburg, Pa.—The glass manufacturers of this section are very much interested in the establishment of the Credit Exchange Bureau of the Pittsburg Credit Men's Association. Hereafter the business record of every customer of one factory will be made known to another when such information is requested. A line of connections with credit bureaus of other associations throughout the United States is available by the action of the local association.

Fostoria, O.—Fostoria (O.) papers announce that that city is in a fair way to secure another

glass factory. J. B. Crouse and H. A. Tremaine, of Cleveland, are said to be seeking a location for a 16-pot factory. Niles, it is said, has offered a bonus for the plant, but Fostoria seems to be favored, although no bonus inducement is held out. Messrs. Crouse and Tremaine formerly resided in Fostoria.

The Fostoria Glass Specialty Co., of Fostoria, Ohio, manufacturers of incandescent bulbs, globes, etc., with an aggregate capacity of 34 pots, has under advisement the erection of an additional 16-pot furnace.

St. Louis, Mo. — Vandals destroyed \$2,000 worth of cut glass and machinery for cutting it at the works of the Western Cut Glass factory, one night recently, after entering with a duplicate key. Blood stains were found on some of the broken glassware, indicating the person who invaded the place cut himself.

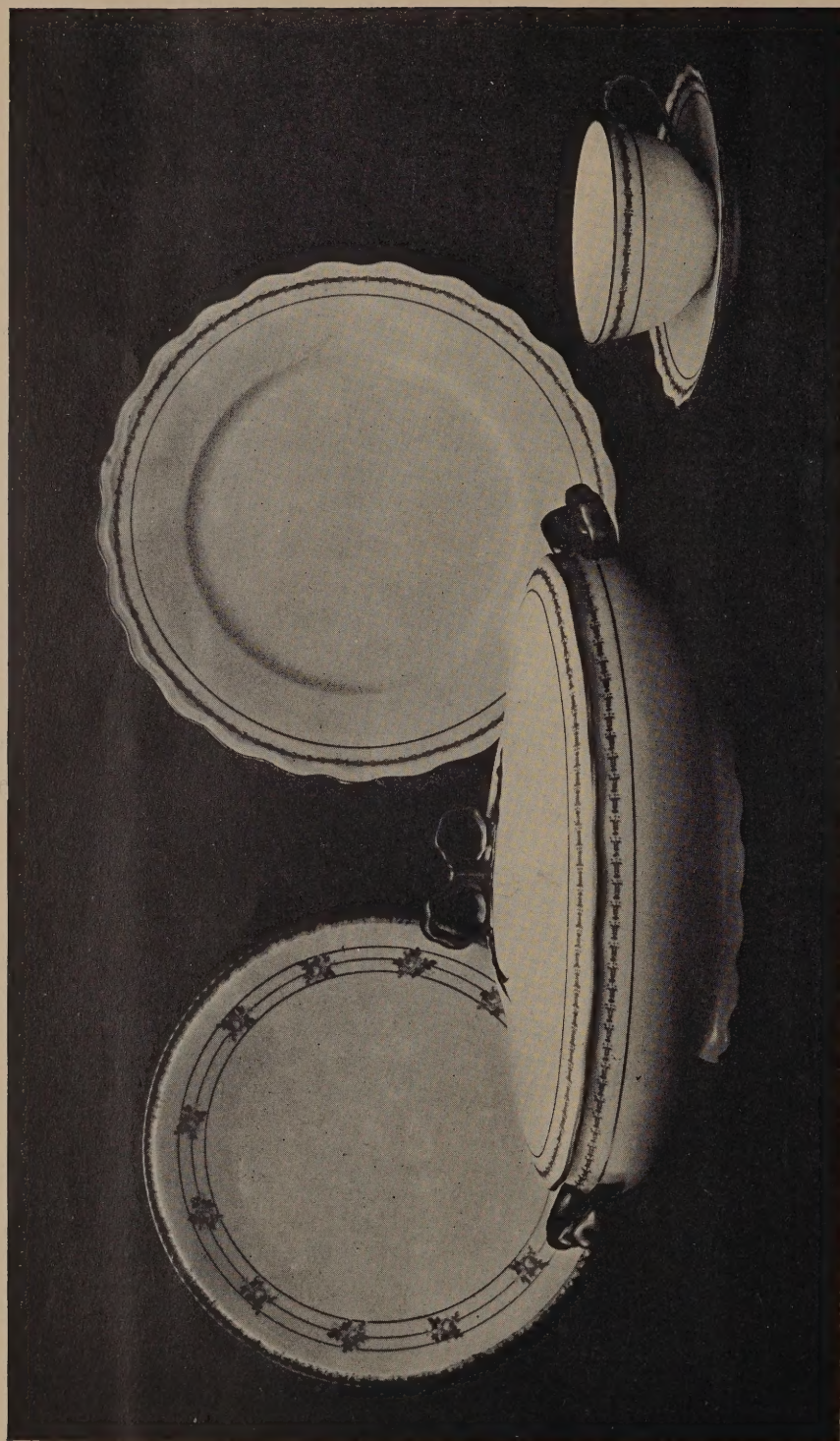
Fairmount, W. Va. — It is stated that the Owens Glass Co. has broken ground for a plant here. The site on which it will stand was donated by the Fairmount Industrial Co. A Toledo, O., concern has the contract for the building.

Clark's Summit, Pa.—The new cut glass factory that has been under construction here for some time is completed and will soon be in operation.

Hammonton, N. J. —These are busy days in the cut glass factories located here, among which is the plant of W. Skinner & Son, manufacturers of a line of goods that speak for themselves and have a tremendous sale on their merits alone.

Toronto, O.—The capacity of the Gill factory's lantern globe department is to be increased and to accomplish that end a Cox machine will be added. Like all manufacturers of glassware this plant is enjoying a fine season of business.

Bridgeport, O.—The Business Men's Association has a movement on to start work at the plant of the Crystal Glass factory, which has been idle some time. A new company may be organized to carry out the project, as capitalists of Cambridge, O., have been sought and appear to be interested.



THESE ARE AMONG THE NEW 1910 DESIGNS AND DECORATIONS FROM THE FAMOUS LIMOGES FACTORIES

PHOTOGRAPHED SPECIALLY FOR
POTTERY & GLASS

COURTESY OF BLAKEMAN & HENDERSON
25 WEST BROADWAY



THREE MORE SPECIMENS FROM THE "SPOOKIE" ASSORTMENT OF PLUME & ATWOOD

GERMAN GLASSWARE INDUSTRY

In reviewing the present condition of the German glassware trade, the *Keramische Rundschau* lately commented upon the fact that the industry has from year to year been working under growing disadvantages, arising in part from the increased difficulties of the labor question, and in part from the accentuated competition of other countries. It is remarked that it is admittedly difficult to find trained workmen able to produce a high quality of glassware. The young element is also lacking, because it will not take the pains to study, and is enticed by the higher wages obtainable in other industries.

As to foreign competition, besides France and Belgium, which have long been selling to the German market, the United States, Austria-Hungary, and particularly Sweden, are now making their influence felt. The glassware offered by the last two countries has been at prices which would represent a loss for German manufacturers.

That this situation has not been generally reflected in the dividends of German glass factories, may be attributed to specially favorable local conditions, or to the holding of large reserves. In some cases the whole of the cost of the plant has been written off in past years, thus enabling such concerns to meet adverse times. Yet, even with this advantage one concern, a century old, has had to shut down.

GERMAN CERAMIC INDUSTRY

From the information elicited through a recent investigation of the above subject by the *Keramische Rundschau*, it would seem that German ceramic manufacturers are now acutely feeling the results of the obligations incurred for new plants during the period of inflation,

as well as of the recent advance in raw materials. For instance, clay has gone up about 20 per cent., and there is no prospect at present of a reduction in price.

The development of the ceramic industry in America has led to many orders being placed with domestic manufacturers instead of being imported. The following expression of a leading German manufacturer before the settlement of the tariff question is of interest:

"Our opinion is that if the American duties are not advanced, business in porcelain will revive. This may be all the more confidently expected, as German porcelain, by reason of its high quality and tasteful decoration, meets with a decided preference in the American market."

LOOK OUT FOR THE EXPERTS

It is announced that during the present year the American potteries will be visited by expert statisticians representing the government, who will secure figures which when compiled, will be of use to the new tariff commission.

In taking the pottery census a twofold purpose is in view—first to ascertain the cost of production and second to secure other figures for the use of the commission.

Pottery is said to be one of the most elusive subjects in the tariff and for this reason it is expected to be given immediate attention. Every possible effort is to be exerted to secure the exact cost of all finished pottery ware. Where the manufacturer makes protest, the collector of statistics will permit him to make out his own report and have him vouch in a legal way for its reliability.

A man generally makes a fool of himself over a woman either before he is 25 or after he is 65.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

"THE GREEN BOOK"

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
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WHY NOT BOOM THE ART GLASS-WARE INDUSTRY HERE

A CONDITION well worth serious consideration, as of interest to the American mechanic or artisan, is that which has been brought about by the rapid development of what is termed "labor saving machinery," which does work as well, and in as satisfactory a manner as man, himself, plus a greater amount.

There was a time not many years ago when boys quitting school were put to learning a trade, because it meant good wages and steady employment, after the apprentice reached the dignity of a journeyman. This did not apply to any one trade, but any of them, even to those that required unusual skill and tact, such, for instance, as wood engraving.

As referring to the industries to which this magazine caters, it is noted that a feeling of discouragement now manifests itself among one class of workers—those allied with the glass manufactories—for the claim is made that "there is but one place where the honest, conscientious and skilled off-hand glass worker can

possibly cut any figure in these modern, materialistic days of mass machine production, and that is in art glassware, very little of which is now being made in this country."

Claim is made, furthermore, that fine, artistic glass cutting, outside of a few expert and versatile designers and excellent workmen, has degenerated from an art to a low-waged craft, which is hardly worth following for a livelihood. Offhand blown shapes in flint or fine color combinations are only made to a very limited extent in the United States, most of this class of ware being imported from Austria, Germany, France, Belgium and England.

In pure crystal and finely shaped color combinations the English and French workmen still excel, and our factories, devoted to the manufacture of this class of goods, it is asserted, bear ample testimony to the superior skill and efficiency of the foreign trained workmen. Hardly a finely decorated blown vase is now regularly made in any American factory, and foreign ornamented glassware annually imported to the extent of from \$2,000,000 to \$3,000,000 worth, meets with very little competition from domestic glass makers.

In decorated lamp shades and founts, our goods are acknowledged to be superior to the imported article, and cuts of many of them have, from month to month, appeared in the pages of this magazine, with descriptions of them, because we believed them to be of the style, design and decoration that would most strongly appeal to the public through our friends, the buyers. This fact brings to mind again, why don't our manufacturers, encouraged by the success of the domestic production in these goods, make an attempt to produce the kind of glassware referred to and create for it the same large demand that has made the former such a profitable industry. It shouldn't be admitted that the keen and alert American glass producer is unable to compete with his foreign rival; therefore it must be attributed to some other cause. In the meantime the foreign manufacturer has the broad American field nearly all to himself.

At present any one interested in this phase of the glass industry needs only to visit our toy and department stores to see tons of highly colored glass toys and trinkets for which, about Christmastide, hundreds of thousands of dollars are expended, not a single ounce of which is now, or has ever been, made in this country.

When it is remembered, however, that in the Thuringian forests thousands of families are engaged in making ornaments for the Christmas trees of the world, and that glass balls, silvered and ruby stained, as large as walnuts, are sold six for five cents, after the

freightage, duty and two or three profits are paid, it would seem as if there was a little fat to fry out of that industry.

It is a significant fact that no protest comes from the ranks of the lamp, shade and fount manufacturers on account of machinery supplanting skilled labor, although it is quite probable that such machinery is used. Maybe if our American glass people would turn to and strike out for some of the trade that is now monopolized by our foreign brethren in the lines stated, they would be able to furnish employment to the skilled glass operators that now claim to have lost their vocation and it would add prestige to our home trade, while keeping money on this side of the Atlantic.

PREJUDICE BAD FOR TRADE

PREJUDICE is among the most exasperating and depressing elements that enter into the composition of life, and it is the most unfair thing with which we have to cope. In the discernment of human nature it is often a hoodoo, and in business a Jonah.

Quite recently a manufacturer's selling agent sought out the head of a department of a large store, who had the authority to buy goods. He wasn't an experienced buyer, but his close relations with his firm was sufficient to invest him with the authority referred to. This individual was invited by the agent to call and look over his line, and he acquiesced.

The upshot of the visit was that the superintendent made a careful survey of everything shown him, had no good reason for doubting the statements made by the agent, but, after spending an hour, or more, of his time in the room, concluded he would make no purchase and departed, leaving behind him a trail of distrust that could have been followed for miles by the agent he had left in the dark.

The line of goods shown were known to be "top-notchers" of their kind, but they might have been common stone china, for all the effect the words of praise spoken truthfully in their behalf had upon the visiting superintendent. He was prejudiced against the goods and maybe took the word of some rival that had "an axe to grind" himself. That was the kind of man he was, but he had the power, and that is a wonderful stock in trade nowadays. The selling agent quickly saw that, too, but, being a wise man he didn't express himself as he felt.

"Oh, what's the use in shouting your head off when you're up against prejudice," said the agent, and he tried to forget about this man and think of something pleasant.

In due time the regular department buyer had a call from one of the salesmen for exactly

the kind of goods that the superintendent had turned down, and the former knowing just where he could purchase them, hastened to the disconsolate agent and a quick sale was made. There wasn't very much said about the superintendent and his prejudice, but it was agreed (confidentially) that it is always well for the shoemaker to stick to his last.

So far as the superintendent was concerned he was glad he employed a competent buyer, for the latter so fully made good that the man "in right" with his firm, was able to hold his job and was regarded as a very smart person. But, he didn't go to see the agent anymore.

The line of goods, against which the superintendent was prejudiced, turned out to be what stores call a "rapid seller" and several large bills were bought before their popularity waned. It transpired later, in fact, that this very line of china that had formerly failed to make a hit, on account of prejudice, born of misrepresentation, turned out to be one of the strongest of the season, all of which pleased the superintendent when he got wise.

Every sales agent, more, or less, has had just this kind of experience with persons in authority to buy, who were not regular buyers and they will tell you, should you ask, that straight selling is a hard enough game in itself, but when prejudice plays a part, words fail to suitably describe the sensation it produces.

BOOK NOTES

POTTERY OF THE NEAR EAST, by Garrett Chatfield Pier. Published by G. P. Putnam's Sons, New York. Price, \$3.50 net.

Mr. Pier's latest work, which has 64 illustrations, is welcomed into the circle of lovers of the ceramic art, as a fitting companion to his previous work, "Inscriptions of the Nile Monuments." Pottery of the Near East deals with many choice and remarkably preserved examples of the ceramic wares of this section of the Orient that have recently reached our markets, some of which provide us with new facts in regard to the dating of certain of these early mediaeval ceramic productions. The monograph deals with the Mohammedan wares of every section of the Near East, with the single exception of these of Saracenic Spain, so ably treated by Dr. Van de Put, and is a very valuable reference book of its kind.

HOLLOW GLASSWARE

During the first six months of the current year Austria Hungary exported 29,126 tons of hollow glassware, a decline on the previous year's exports. Figures for the last six months have not as yet been presented.



BEAUTIFULLY DESIGNED PITCHER, CANDLESTICK AND MATCH BOX, MADE IN LIMOGES—VOGT & DOSE

IMPORT MARKET VERY QUIET

NEW SAMPLES FROM EUROPEAN FACTORIES ARE ARRIVING—THERE WILL BE A LULL UNTIL AFTER JANUARY 15th, THEN BUYERS FROM ALL PARTS WILL BEGIN TO REACH TOWN—SOME VERY FINE DECORATED CHINA WILL BE A NOTABLE FEATURE OF 1910

THE same air of languor that always pervades the import market at the close of each year, is with it now and the only sign of life is noted in the anxiety of the trade to obtain the new samples that represent the lines that have been chosen to fill the needs of the coming fall buying.

Following the decorative idea in wares that will soon arrive for spring delivery, principally dinnerware, there is to be a similarity in decorations applied to fall goods, the desire of the retail trade leaning very strongly toward fancy borders, etc. Flower and vine patterns will be very much in evidence, some very stunning effects having been displayed among the new samples that have already come into the market.

Competition between the English and French factories is to be sharp and each has striven hard to produce the most inviting styles, shapes, designs and decorations. As to Limoges, the Mecca of French china, business conditions have not been as rosy as the potters desired, but a regular visitor recently returned from there, advises that matters are gradually getting in better shape.

The promise of a good season when buying begins is excellent and the anticipation of the traveling men is that they will have a large business when they start on the road about the middle of January, all of which they base on the attractiveness of the new goods that they will carry.

An assortment of French china from Limoges that represents the new fall ideas and is as attractive as beautiful, not to speak of the great variety shown, is now on the shelves of Blakeman & Henderson, 25 West Broadway. This is one of the very early houses that has most of the new samples on exhibition in a showroom that has been completely renovated and rebuilt, with a gallery addition, to accommodate a steadily growing business. Blakeman & Henderson have picked out three pieces from an ideal dinner service and one odd piece, for special illustration in this magazine.

The dinner service pieces consist of a plate, vegetable server and cup and saucer. The use of gold has been very artistically handled in the decoration and contrasts beautifully with the narrow, delicate green pattern that encircles the pieces quite near the edge. The shape and

design are considered to be among the choicest that this house has handled in many a season. The fancy plate, in gold lines and colors, is one of a vast number that will be shown buyers as the chosen ideas of the Limoges designers.

The French market is contributing other things besides tableware; it is, in fact, sending over some very unique china goods in the way of fancy novelties. A firm that handles many lines of these, in addition to its great variety of open-stock dinnerware, is Vogt & Dose, 43 Bar-

clay Street. The contribution of this firm to POTTERY AND GLASS, is a novelty, in the way of an individual bedroom set. It consists of a plaque 11½ inches in diameter, a pitcher, candlestick and match box. The set is just a convenience for a person arising in the night, but aside from that makes a very pretty ornament for the bedroom. The decoration consists of a deep border, embodying a green vine with red and blue flowers. The pitcher and candlestick are of very fetching design.

PERSONAL

Thomas Steffins, formerly associated with the Willetts Pottery Co., of Trenton, N. J., has formed a connection with the Hot Springs, Ark., Clay Products Co.

Robert J. Beatty, of the Federal Glass Co., Columbus, O., who has been absent through illness, which began about a year ago, has again returned to work.

F. H. Gallagher, representing the Keystone and United Cut Glass Companies, will be at the Hotel Henry, Pittsburg, during the coming pottery and glass exhibition.

A Trenton, N. J., potter, named James Fokett, claims to have perfected a method of applying photographs to pottery in a manner that is commercially profitable.

It is rumored that John Wick, for many years identified with pottery interests in the vicinity of Kittanning, Pa., has been offered the management of a pottery in Oklahoma.

A. W. Warner, who has had varied experience in decorating hotel china and applying crest and monogram work, has become a partner in the Ionia Manufacturing Co., of Trenton, N. J., which has been recently reorganized.

Joseph C. Rent, representative of the Duncan & Miller Glass Co., of Washington, Pa., was met in Pittsburg recently, and in speaking of business, said he was having a most satisfactory trip and that his line was meeting with large sales.

Edward J. Touhill, of New York, has assumed the management of the sales department of the Colonial Pottery Co., East Liverpool, O., succeeding Col. Will. A. Rhodes. Mr. Rhodes went with the Knowles, Taylor & Knowles Co., a firm that he was formerly associated with for many years.

John C. Humes, president of the defunct Humes Crockery company, of Kansas City, has been sentenced to a year and a day in the federal prison and fined \$500 by Judge John F. Phillips in the United States district court for fraudulent use of the mails. Witnesses testified that although the business was losing money

Humes paid 12 per cent. dividends and used the mails to offer stock in his concern for sale. The case has been appealed.

Asa G. Neville, who for many years was identified with the flint glass business and who gained considerable prominence as a result of patents applicable to the glass trade, but who has been living a life of leisure since he resigned his position with the Eagle Glass & Manufacturing Co., at Wellsburg, W. Va., a few years ago, is again in the harness, this time devoting his energies to automobile scenic railroads, automobile aerial roads and automobile gravity roads.

ITALY'S NEW GLASS ENTERPRISE

At St. Martino Buon Albergo, near Verona, Italy, in May of this year the Societa Vetrarie Veronesi was formed for the purpose of manufacturing illuminating glassware, colored, cut, engraved, etched and decorated. The plant which has just been completed and placed in operation is of the most modern design and equipped with the latest improved machinery throughout. The workmen employed are Germans and Bohemians.

A. H. NOTMAN & CO. MOVE

A. H. Notman & Co., have removed their headquarters from 13-15 West 24th Street, to 119-127 West 27th Street, where they will occupy 10,000 square feet of space, on which will be shown permanently their line of miscellaneous brass goods, lamps, etc.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
November 13 . . .	\$78,714	\$18,603	\$54,876
November 20 . . .	67,162	15,659	20,947
November 27 . . .	71,079	10,424	18,378
December 4 . . .	65,582	10,341	17,773
Total	\$282,537	\$55,027	\$111,974

NEWLY INCORPORATED

Kirkwood Pottery company, Roseville, O., increases its capital stock from \$15,000 to \$35,000.

The Tulsa Glass Co., of Tulsa, Okla., has been incorporated, with a capital stock of \$75,000, by James S. Parks, George D. Carney and others.

The Ecroy Art Glass and Crafts Company, Dayton, O.; Earl J. Ecki, B. W. Crawford, Samuel W. Dixon, W. M. Bock, W. H. H. Ecki; capital, \$5,000.

G. M. Howell Co., Wilmington, Del.; conduct department store; capital, \$5,000. Incorporators: Warren N. Akers, Wm. J. Maloney, E. Butterworth Davis, all of Wilmington, Del.

With a capital of \$50,000 a company has been formed to build and operate a new pottery at Grafton, W. Va. G. M. Raile, formerly of the Clarksburg, W. Va., pottery, is at the head and work is to be started at an early date.

The Westmoreland Specialty company has been chartered at Harrisburg, Pa., to manufacture glassware. It has a capital of \$100,000, being a reorganization of a former company of that name. C. H. West, 931 Sheridan Avenue, Pittsburg, is treasurer.

Edward C. Lycett and Mrs. C. W. Lycett, adopting the firm name of William C. Lycett, Son & Co., have applied for a charter of incorporation to conduct a fine china, glassware and bric-a-brac business in Atlanta, Ga., the company to be capitalized at \$10,000.

With a capital stock of \$12,000 the Rickenbaugh-Walbridge company, of Toledo, has been incorporated. This company will handle gas and electric fixtures, china, glassware and other art objects made abroad, also importing goods for other tradesmen and townspeople purchasing abroad.

The officers of the company are Ralph E. Rickenbaugh, president and manager; E. F. Walbridge, secretary and treasurer; with a board of directors.

The Morgan and Billingslea Furnishing Company, of Fairmont, W. Va., to do a general mercantile and furnishing, glassware, piano, organ, hardware, both wholesale and retail, business. The capital stock is \$15,000, and the incorporators are W. H. Billingslea, Carl Riggs, S. C. Miller and P. L. Hamilton, all of Fairmont, W. Va., and Harry G. Morgan, Farmington, W. Va.

The Bohemian Pottery Co., of Zanesville, O., has been incorporated by Edwin Munch, John H. Stroop, Clement A. Maxwell, Lola E. Munch and Margaret M. Stroop, with a capital stock of \$15,000. Attorney C. A. Maxwell, one of the incorporators, is quoted as saying that the new incorporation was made merely for the purpose of dissolving the partnership of John H. Stroop and Edwin J. Munch, who formerly owned the

pottery, and to further facilitate the enlargement of the pottery. It was stated that the capacity of the plant will be doubled by the addition of extra kilns. A large portion of the stock is owned by foreign capitalists. The pottery is being operated on West Main Street near State Street.

THE NEW WEEKLY

A new weekly paper devoted to the interests of the allied trades, pottery, glass, brass and house furnishings, will begin issue about February first. The men behind it are J. F. O'Gorman, secretary of the Salesmen's Association and proprietor of the O'Gorman Advertising Agency; P. H. Brown, long identified with this agency and J. A. Reddan editorial writer and part owner of the *Crockery and Glass Journal*.

It has been adopted as the official organ of the Pottery, Glass and Brass Salesmen's Association and a feature will be made of Association matters, in an effort to widen the influence and increase the membership of the organization. One-half the money received in subscriptions the first year will be turned over to the Association treasury for the foundation of a sick benefit fund.

The personnel of the directorate insures a newspaper that will be a credit to both the trade and the promoters. We extend a most cordial greeting to our contemporary and wish it all kinds of success.

JAPS VISIT EAST LIVERPOOL

The great potteries at East Liverpool, O., have been visited by Nagatake Fugiye and Jisabure M. Takito, members of the Japanese commercial commission touring the United States in the interests of the Japanese government and the Pacific coast board of commerce.

The former is a director of the ceramic experimental laboratory of Kyoto, Japan, and the latter the Chicago representative of the Takito Ogawa Company of Japan. Both left the main party of 55 Japanese and 11 American experts at Akron. Safety Director Alexander McBane escorted them through the various potteries, where they were shown the latest methods of manufacture. They afterwards left for Belaire, where iron and glass works were visited.

A watch has 175 parts, and if you give a boy one his first impulse is to see if any of them are missing.

The average man would rather be a cheerful idiot than a gloomy sage.



RICHLY DECORATED TANKARD, PLAQUE AND VASE OF RECENT DESIGN—AMERICAN CHINA CO.

CHINA AND GLASSWARE MARKET

TRADE IS BOOMING IN BOTH INDUSTRIES—LOOKING FORWARD TO NEW DECORATIONS IN PORCELAIN DINNERWARE—GLASSWARE OF ALL KINDS HAVING LARGE SALES

THE market for both china and glassware of domestic manufacture was never brighter than at present and this applies to all grades. The stimulus given the pottery trade by the return of better business conditions is noted at every plant throughout the great Ohio, Pennsylvania, West Virginia and New Jersey districts, and the question is not how much finished material can be turned out, but can enough be produced to meet demands. The factories were never busier than now and there is a feeling of great confidence throughout. The new styles in decorated dinnerware are about due and it is said they will be something out of the ordinary. In the meantime, manufacturers are hustling to fill the back orders that have been pouring in on them.

The glassware industry is right on the crest of the wave. It makes but little difference what kind of glass it is—cut, pressed, or blown—the rush is the same. Price raising for 1910 has caused a lot of speculation and both producers and buyers are watchful. The scheme to place orders for 1910 delivering at 1909 prices has not succeeded very perceptibly, the producers not caring to accept large orders at all. Some orders, however, have been accepted. The holiday trade in glassware has

been enormous and agents are well satisfied. They would be more so, if deliveries were more prompt. A few of the agents who have had a supply of samples, have done a rushing business clearing them out at retail, that being their way of disposing of superfluous goods.

A most excellent assortment of stemware is that produced by the Central Glass Co., of Wheeling, W. Va. This company has contributed an important line of these goods to be illustrated in the present issue of the magazine. The cut shows the neatly etched design chosen. The Central is having a flattering trade in these goods and they are making a pronounced hit.

The American China Co., Toronto, Ohio, is making a line of chinaware that is notable for its lightness and ability to stand hard knocks. The weight, in fact, of any one article is scarcely half the weight of one made elsewhere, and the line is of a broad miscellaneous kind. Three pieces are illustrated in these pages. One is a plaque with cobalt blue and gold border and French rose decalcomanie, very delicately blended. The center is of cobalt blue with border surrounding two female figures. It is a fast selling piece of porcelain. A second piece is a Ruth vase with body of blended colors and cluster of grapes, which makes it very ef-



DINNERWARE SERVICE PIECES FROM THE FAMOUS "BLUE WILLOW" ASSORTMENT—BUFFALO POTTERY CO.

fective. Concluding the group is a rich cobalt blue tankard, 12 inches high, two others being 11 and 12 inches high. The decoration is an old Dutch windmill in delph blue. The shapeliness of these vases call for special mention. O. D. de la Croix, is agent for these goods, at 25 West Broadway.

A very classy line of china, includes the Blue Willow Ware, of The Buffalo Pottery, of which Arlington H. Ledden, 25 West Broadway, is agent, as well as of Deldare Ware and the famous Dr. Syntax china of the same Company. Mr. Ledden has contributed a few pieces from a choice line of Blue Willow Ware—a platter, plate, vegetable server and coffee cup and saucer. These Blue Willow goods were imported from England until 1905, when the Buffalo Pottery first made and introduced them in this country. The decorations are pictured with absolute fidelity to detail, in blue, or a clear-white, semivitreous body. The decorations are sharp and clear and are under the glaze, which assures them durability.

A woman never saves any money for a rainy day because it is so disagreeable to go shopping in the rain.

ANCIENT WEDGWOODS FOUND

At the instance of Dr. G. C. Williamson, a high authority on ceramics, the Czar had Peterhof Palace searched, resulting in the discovery of 800 dinner pieces decorated with eighteenth century views of England, made by Josiah Wedgwood for Catherine II of Russia. The Czar will lend a large portion of the service for exhibition in the London gallery.

AUSTRIA-HUNGARY POTTERIES

Persons who use the higher grades of imported pottery often have curiosity to know where it is made. As much of this ware comes from Austria-Hungary it is of interest to those who wish this information to be advised that the pottery industry of this country is largely concentrated in a single section in the western part of Austria. This is known as the Carlsbad district. The deposits of kaolin are located at Zettlitzer and Alt-Rohlau, which adjoin Carlsbad. In this district there are thirty-five potteries, and their annual output is estimated at \$4,000,000 to \$4,500,000.



A DAINTY ASSORTMENT OF NEW-SHAPE, DELICATELY ETCHED STEMWARE—CENTRAL GLASS CO.

PRACTICAL SCIENCE DEPARTMENT

Edited by Prof. CHARLES F. BINNS, Alfred, N. Y.

TIMELY TECHNICAL TOPICS

We wish to make an announcement and to offer a suggestion. The Annual Meeting of the American Ceramic Society is scheduled to meet in Pittsburg on February 7, 1910. We wish to suggest that the potters, especially those of the Middle West, attend in force.



It is true that many of the potters are not members, though there is a considerable number on the rolls, but this does not debar from attendance. Also it is claimed by some that the discussions are too scientific for the practical man. Let us not be too sure of this, and let not the practical man cheapen himself.



If there is one fact which marks the meetings of the Society more than another it is the welcome which has always been given to practical men and the attention which has been paid to their views. The truth is that the practical man cannot afford to stay away. For the first time in its history the Society meets in his territory; what is he going to do about it?



The Ceramic Society will be in session on February 7 and 8 and the forenoon of the 9th. The National Brick Manufacturers' Association convenes at mid-day on the 9th, and we wish to suggest that the potters of East Liverpool and the vicinity organize a session of their own on the afternoon of that day. There will be several men at hand with whom they might meet and it ought to be easy to arrange some good discussions.



If those to whom this plan commends itself will communicate with the editor he will be glad to take steps towards the organization of a meeting.

QUESTION 62

"We are contemplating starting a brick yard and would like to have the clay analyzed to find out for what purposes it may be suitable, whether for brick, terra-cotta, drain tile or other product?"

Analysis is rarely necessary in a case of this sort, but you are quite right in the endeavor to find out all about your clay. Send about five pounds to the Editor, at Alfred, N. Y., and a price for the work will be quoted.

QUESTION 63

"I have trouble with my glaze. I am making terra-cotta, glazed on the clay and would like to get your advice. I want a good bright glaze and also a matt."

You do not state the nature of the trouble. If you will send a piece of defective ware we will endeavor to advise you.

QUESTION 64

"I have a clay that I want tested to determine whether it will do for building brick. Can you do this for me and what size sample shall I send?"

The answer to question 62 applies to this case also.

QUESTION 55 (continued)

"We have tried the red mixture but without result. Probably the burn was unsuitable. We would now like to develop a green glaze which will fire along with our stoneware."

We stated at first that the red was a very doubtful proposition. Few stoneware kilns are free from reduction in the fire and this will entirely destroy a red color of this character.

The green you require can be made by the addition of copper oxide to the glaze. About 5 per cent. is enough. You must fire this glaze in the saggars or the copper will be driven off. Also the green color is apt to set off upon other wares so that nothing but green glaze should be placed in the sagger.

A NEW PREPARATION

Before it is submitted to the process of glazing the ware is subjected to a thorough cleansing. Of late, mechanical appliances have been used for the removal of flying ash, dust, etc., by means of compressed air, while a ventilator sucks up the dust collected. Herr H. Herde remarks in the *Keramische Rundschau*, that while this arrangement is of hygienic benefit to the work people, care should be taken that the ventilator is not so placed as to undo the good which has been done. A sufficiently strong current of compressed air will answer in most cases, but the more susceptible pieces require brushing by hand, while large and thick articles should be gone over with a wet sponge, before being plunged into the glaze. The passage of large and heavy articles through the glaze should be slow.

A thorough preliminary cleansing before glazing is necessary, any dust or dirt left behind causing holes, crawling of the glaze and other defects. When, owing to the action of sulphate salts, the edges are rough, or display tints of blue-violet to brown, those parts should be carefully rubbed with sand paper before glazing, to avoid the same appearances in the glazed ware. Dusting gives, moreover, an opportunity of throwing out any defective ware without the loss of time necessitated in making a special examination.

Some pictures and some men are not worth a rope to hang them.

IMITATION OF FIRED POTTERY BODIES

By J. W. MELLOR, D.Sc.

ONE of the principal claims of rational analysis is that it readily adapts itself to the compounding of pottery bodies either in imitation of a given body whose rational composition is known, or in the substitution of one material for another in a given recipe. It also furnishes a somewhat simple method of experimentation. I have proved, however, that the method of rational analysis is unreliable, and frequently furnishes absurd results. But whatever be the merits of the rational analysis, the insolubility of clay substance which has been fired above 1,000 deg. renders the process futile in resolving the constituents of a *fired* body into "clay substance, feldspar, and quartz." In fact, it is not possible to determine the rational composition of a fired body by the present-day methods for rational analysis.

There is a prevailing opinion that when a body is compounded from two clays—say ball and china clays—along with, say, Cornish stone and flint, the problem of finding how much of each clay has been employed in the original recipe is beyond the powers of chemistry. I shall show, however, that an ultimate analysis of the raw materials and of the *unfired* body enables this problem to be solved within the limits of experimental error. Moreover, the proportion of raw materials employed in making up a given *fired* body, whose ultimate analysis is known, can be determined in a similar manner, subject to the small error due to volatilisation of silica, alkalis, etc., and the permitted experimental errors of analysis.

For the sake of illustration, let us suppose it be desired to imitate a given fired body, whose ultimate analysis is known, from a mixture of ball clay, china clay, flint, and Cornish stone, when the ultimate composition of each component is known.

PROBLEM.

A fired body contains:—

Silica.....	67.18	per cent.
Alumina	27.37	"
Ferric Oxide.....	1.05	"
Magnesia.....	0.15	"
Lime	0.72	"
Potash	2.42	"
Soda	1.11	"

It is desired to find the proportions of ball clay, china clay, flint, and Cornish stone which must be employed to furnish a body with the same ultimate composition when the analysis of the available raw materials are as follows:

TABLE I.—COMPOSITION OF RAW MATERIALS

	Ball Clay	China Clay	Flint	Stone
Silica	49.12	47.10	98.47	70.30
Alumina	33.60	39.42	1.02	16.62
Ferric Oxide ...	1.75	0.23	0.04	1.54
Magnesia	0.17	0.24	.00	0.08
Lime.....	0.45	0.31	0.02	1.54
Potash.....	2.24	0.16	0.11	5.39
Soda.....	0.91	0.08	0.04	2.57
Loss on Ignition	11.78	12.24	0.13	0.55
Totals.....	100.02	99.78	99.83	98.59

We first eliminate the "loss on firing" from the analyses of the raw materials, and calculate the relative proportions of the different constituents in the fired clays, flint and stone by simple "rule of three." Thus, 100.02 less 11.78, or 88.24 of fired ball clay has 49.12 of silica, hence, 100 of fired ball clay has 55.666 parts of silica. This furnishes the following table:

TABLE II.—CALCULATED COMPOSITION OF FIRED CONSTITUENTS

	Ball Clay	China Clay	Flint	Stone
Silica	55.666	53.804	98.766	67.182
Alumina.....	38.078	45.031	1.023	27.366
Ferric Oxide.....	1.983	0.263	0.401	1.051
Magnesia.....	0.193	0.274	.000	0.149
Lime.....	0.510	0.354	0.020	0.723
Potash	2.539	0.183	0.110	2.418
Soda.....	1.031	0.091	0.040	1.110

Next compute the amount of "oxygen in the acids" of the two clays, flint, stone, and the given body; then the oxygen in the alumina, and ferric oxide; add the two latter results and call the sum "oxygen in sesquioxides"; and, finally, calculate the amount of oxygen in the magnesia, lime, potash and soda, and call the result "oxygen in bases."

For example: 40 parts of MgO carries 16 of oxygen, hence 0.193 of MgO carries 0.077 of oxygen; 56 of CaO carries 16 of oxygen, hence 0.510 of CaO carries 0.146 of oxygen; and similarly, 2.539 of K₂O carries 0.432 of oxygen; and 1.031 of Na₂O carries 0.266 of oxygen. The sum

0.077+0.146+0.432+0.266=0.921

represents the amount of oxygen in the bases of ball clay. When each material is treated in this manner we get the following table:

TABLE III.—PROPORTION OF OXYGEN IN FIRED CONSTITUENTS

	Ball Clay	China Clay	Flint	Stone	Given Body
Acid	29.689	28.696	38.243	52.675	35.831
Sesquioxides	18.514	21.278	8.449	0.494	13.193
Bases.....	0.921	0.266	2.094	0.035	0.964

Now let *a*, *b*, *c*, *d* represent the respective proportion of *fired* ball clay, china clay, stone, and flint in the given body, such that

a+b+c+d=1.....(1)

POTTERY AND GLASS

Equate the "oxygen in acids" such that
 $29.689a + 28.696b + 38.243c + 52.675d = 35.830$ (2)

Equate the "oxygen in sesquioxides" Al_2O_3 , Fe_2O_3 , and we get

$$18.514a + 21.278b + 8.449c + 0.494d = 13.193 \dots (3)$$

Finally, equate the "oxygen in bases," and

$$0.921a + 0.266b + 2.094c + 0.035d = 0.964 \dots (4)$$

Four equations, four unknowns. The equations can therefore be solved by algebra. Using equation (1) to eliminate b in (2), (3) and (4), we obtain:

$$0.993a + 9.547c + 23.980d = 7.135 \dots (5)$$

$$2.756a + 12.821c + 20.776d = 8.076 \dots (6)$$

$$0.655a + 1.828c + 0.231d = 0.689 \dots (7)$$

Eliminating c in (5), (6) and (7), we have, from (5) and (6),

$$13.596a - 109.077d = -14.366 \dots (8)$$

and from (5) and (7),

$$4.442a - 46.040d = -6.372 \dots (9)$$

Solving equations (8) and (9) for d furnishes

$$140.571d = 22.694;$$

$$\therefore d = 0.1616$$

Solving (8) and (9) for a , furnishes

$$140.571a = 33.582$$

$$\therefore a = 0.239$$

Substituting these values of a and d in (5), we get

$$9.547c = 3.027;$$

$$\therefore c = 0.371$$

Substituting these values of a , c , and d in (1) furnishes

$$b = 0.283$$

These values of a , b , c , and d furnish the proportions of fired ball clay, china clay, flint and stone respectively in the fired body. It now remains to reverse the calculation employed in converting Table I. into Table II., in order to obtain the amounts of unfired ball clay, unfired china clay, unfired flint, and unfired stone which must be employed in making up the given body. Thus, 100.02, less 11.78, or 88.24 parts of fired ball clay come from 100.02 parts of unfired ball clay, hence, 0.239 of fired ball

clay come from 0.271 of unfired ball clay. We thus obtain the table:

TABLE IV.—CONVERSION OF PROPORTION OF FIRED TO PROPORTION OF UNFIRED CONSTITUENTS

	Fired Constituents	Unfired Constituents
Ball Clay	$a = 0.239$	0.271
China Clay	$b = 0.283$	0.323
Stone	$c = 0.317$	0.324
Flint	$d = 0.161$	0.162

Converting the last column into percentage we obtain the following recipe for the given body:

Ball Clay	25
China Clay	30
Stone	30
Flint	15

Of course, I do not claim that a body made up with this recipe will be exactly like the original body, even if the new body be fired at the same temperature as the body being imitated, but this recipe does furnish the only mixture of the available raw materials which will give a body of the same ultimate composition. The original body may have been made from different raw materials from those just indicated, or from the same raw materials differently treated. In neither case would the two bodies be necessarily identical. However, it is obviously a great help to get so close to the original body with a first trial. The method of calculation can sometimes be simplified in an obvious manner. Had the titanate oxide, TiO_2 , been expressed in the above analyses, its oxygen would have been added to the silica oxygen in making up the "oxygen in acids."

The method just outlined can also be extended to glazes, glasses, and frits. It can also be employed for calculating the mineralogical composition of clays provided the compositions of the individual minerals which make up the clay be known. It also suggests that if we could learn to think in terms of oxygen in acids, sesquioxides, and bases, the advantages offered by the rational analysis in compounding bodies could also be claimed by the ultimate analysis, but there would be no danger of the confusion which is introduced by rational analyses.

PROPOSED GERMAN TRIBUNAL

In harmony with the practical character of the editorials in *Die Porzellan-und Glas Handlung*, is an interesting article from the pen of the editor, Dr. Jaffe, on the general question of appropriating designs, and of reproducing them in a lower quality. He condemns the leniency of some manufacturers, who fail to see that one who steals designs is no better than any other thief, and equally deserves punishment. While admitting that it cannot be hoped to introduce such a reform at once the

outlines of his proposal are defined as follows:

"Permanent members of the Design Tribunals should be chosen for various branches, from among prominent experts, before whom suits for imitation of designs should be brought. It would be certainly possible for such authorities on the respective subjects to decide whether the object complained of was such an infringement of the rights of the plaintiff as to call for the prohibition of its manufacture. The subject is well deserving of consideration by Chambers of Commerce and other bodies."

ITALY'S INCREASING TRADES

FROM a recent statistical return compiled by the French Chamber of Commerce at Milan, it would seem that the value of Italian clay manufactures of all kinds, combined with glass products, increased between 1890 and 1907 from about twenty million dollars to nearly thirty million dollars. About two-thirds of the output was at both periods in cement, bricks and common majolica ware; a rough analysis of the higher class products showing the following results:

	1890.	1907.
Artistic majolica and clay products	\$294,175	\$338,295
Porcelain and fine pottery .	340,000	716,801
Glass products and crystal	2,600,000	4,800,000
Artistic glass and enamel	1,057,600	780,770

Artistic terra cotta and majolica are especially made at Faenza, Pesaro, Naples, Milan, Gubbio, Sasselli, Bassano, Nove, Urbana, Chieti, Savona and Fabrino. One of the most important factories is that of Richard-Gineri, with plants at Milan, Deccio, Pisa, Mendovi, Vade, etc. (Henry Creange, Inc., 27 Barclay Street, is the New York import agent). The larger makers all export their products.

It is considered probable that Italy would have made greater progress in porcelain and faience, but for the fact of being dependent on importations for supplies of kaolin and coal. The same remark is more or less applicable to the glass industry. Under these circumstances the growth of imports is not surprising. They have, in glass, kept pace with the general development of Italian manufacture, representing at each period about one-sixth of the quantity of the latter.

The principal centers of the Italian glass industry include: Murano, for artistic glass and enamels, besides Altara, Leghorn, Savona, Sarzana, Pisa and Turin, for household ware, laboratory and pharmaceutical supplies, etc.

According to the *Voce di Murano*, the development of the Italian glass industry is likely to be promoted by the establishment of a "Glass Industry Association" at Murano; the idea of which has been elaborated by Messrs. Barbon, Vareton, and Tose, all identified with that branch. The recent visit to Murano of the Queen of England and the Dowager Empress of Russia has directed attention to the products of that city. At the works of Ferro, Toso, etc., they witnessed the making of artistic vases, which were then presented to the august visitors.

Recent new installations of Italian glass factories include the Societa Vetraria Veronese (or Verona Glass Company), with a capital of \$40,000 and established for a term of thirty-one years. The Grandiante Glass Factory, Como,

has been incorporated with an authorized capital of \$50,000, while the Franconi Artistic Glass Works have been started at Novi Ligure, with a capital of \$40,000.

The development of the Italian glass manufacture will be watched here with interest, owing to the friendly relations between the two countries, and the inspiration of Italian manufacturers with the technique of the founders of national glass industry.

According to the German press, the recent financial crisis, having affected the purchasing capacity of the European upper classes, has been felt by the art glass industries of Venice and Murano in the form of a reduced demand for their products. Those centers having long been in the lead for the highest style of European glass, it is hoped that renewed activity will soon be recorded by them.

AMONG EUROPEAN FACTORIES

Owing to the death of the proprietor of the Erfurt Porcelain Factory, Herr Franz Mey, the concern is now jointly owned by his widow and the son of the late Herr Mey. As the latter is only 16 years of age he is not yet empowered to act for the company.

As already announced the official representation of Villeroy & Boch, Mettlach, now rests with Herr Luitwin von Boch-Gallau and Dr. Roger von Bach-Gallau, the other partners, without the right of representing the company, including a dozen members of the families interested. Many of the latter are in the highest social circles on the continent of Europe.

Austrian porcelain and glass manufacturers have been protesting against the proposed increase of railroad freights on their products. They have likewise been agitating for a reduction on the rates for quartz sand, soda and coal.

The capital of the Fraureuth Porcelain Factory, Fraureuth, Germany, has been increased from \$80,000 to \$175,000.

The style of the Pantin Crystal Works (near Paris), has been changed to St. Hilaire, Tourvier, de Varreux & Co.

THIS IS AS IT SHOULD BE

For years the pottery manufacturers of the United States have been devoting considerable effort to eliminate "thirds" from their production, and the longer this effort continues, the less number of "thirds" is produced. But it seems that a still further effort is to be made in this direction, and through the introduction of machinery of recent invention.



HIGHLY ORNAMENTED REPOUSSE BRASS WOOD BOX, FROM THE GEO. C. LYNCH CO.

LAMPS AND BRASS GOODS

THE FORMER IS VERY MUCH IN EVIDENCE AT THIS TIME AND SALES HAVE BEEN LARGE—BRASS ARTICLES ARE GOING STEADILY, BUT THERE ARE NO BIG DRIVES BEING MADE BY LARGE RETAIL STORES

INQUIRY among the stores and agencies where illuminating apparatus is sold, elicited the information that there has been and still continues to be, a very heavy trade in this industry. From the very moment the legitimate selling season opened the increase has been steady and encouraging. This is the lamp season and from what the trade says buyers are taking the best that is made. The artistic electroliers, with their classy art glass shades, and the portables, have hit the popular fancy and wherever electricity is used people show a yearning to adopt them.

As previously stated in this magazine the higher priced goods are in great demand and it is admitted that the art shades have made a tremendous hit. There has been a brisk demand, too, for high-grade oil lamps, some preferring them to the more modern kind that are part of an electric outfit.

"Brass is brass", as one agent expressed it and there has been a very large trade going on ever since last fall. Just now, however, the rush has in a measure subsided and manufacturers are catching up with orders. The strain

has been pretty severe when a concern delayed getting out a catalogue, for fear it might bring business that could not receive prompt attention, but we know such a thing happened.

There has been one thing noticeable about artistic brass goods and that is they have not been made the objects of department store "drives." They have been regularly on sale, but the prices have been maintained. The holiday sales in these goods have been extensive, as it was anticipated they would be, and the longer they are kept before the public the greater becomes their popularity.

In our previous issue were shown cuts of two very neatly decorated "Spookie" shades, members of the Plume & Atwood assortment. These very popular and fast selling pasteboard imitations of glass art shades, commanded such general attention that we have elected to present cuts of three more from the same lot. These are somewhat different in shape and design, although the decoration is quite similar. The fact is there are so many pretty ideas in spookies that in choosing a shade it is all a matter of preference as to the shape and color.

PENCILINGS OF POTTERIES

WE hear an echo from the East Liverpool potteries which tells of the recent visit of the Japanese delegation that came here from the land of fragrant blossoms to investigate American manufacturing and commercial methods. The Japs, some of whom were interested in the ceramic art, came, saw, but it is not known whether they conquered. It is said that on a previous visit a Japanese delegation learned some secrets of pottery making and returned home to convert their experience into profit, but they didn't learn enough and the attempt proved a dismal failure. This time the delegation was received courteously, shown about the potteries and put "wise" to just as much as the potters chose to elucidate, but that wasn't sufficient to enable those Japs to ever claim that, in whatever they may evolve from their native potteries, "imitation is the sincerest flattery."

The month of November was proverbial for the big rush in the pottery line, that it started in with, and that rush still keeps the wheels of commerce revolving at a madcap clip. The desire of the buying trade to have orders filled at once, cannot be complied with, either as to white or decorated ware, for the potteries have all they can do to turn out the limit of their plants, and fine orders are being booked for 1910 delivery.

So much has already been said about the new shapes and decorations that are to surprise the industry next year, that there is a restless feeling in the trade to see them. At any rate 1910 is to be the surprise year in domestic pottery. A mammoth scouring and dipping machine is being made at East Liverpool, O., that will be installed in four potteries. It is said, on the strength of a severe test, that the machine, aside from economical considerations, will produce superior wares and will surely revolutionize the industry.

Colorado Springs, Cal. — The Van Briggles Pottery is turning out some unusually attractive styles of exclusive ornamental goods. Of the thousands of pieces produced, no two are alike and if a piece is broken it cannot be replaced. The general idea is to imitate ancient potteries, and in that respect the Van Briggles plant has been eminently successful.

Grand Forks, N. D. — A kiln of pottery made from North Dakota clay has recently been completed in the mining school, the work having been done by the students.

Zanesville, O. — S. A. Weller has prepared a

number of new art pottery specialties for the new year, and it looks as though the famous "Claywood" success will be repeated, this large line having proved itself to be one of the most attractive sellers of the many the Weller pottery has turned out.

Roseville, O. — The capital stock of the Kirkwood Pottery Company, has been increased from \$15,000 to \$35,000. The company purposes making many much needed improvements about the plant.

Cannonsburg, Pa. — Two new kilns are being erected, which will give the company a capacity equal to 12 kilns. One each bisque and glaze kiln are about finished. The plant is being operated on full time.

Crooksville, O. — The Crooksville China Co., Burley & Winter and Keystone Potteries are getting their entire supply of gas at the Emmet E. well No. 1. A big reduction will be seen in the gas bills of these factories, as they are now paying 10 cents per thousand cubic feet, while 14 cents was paid under the old regime.

Salineville, O. — A report says that the plant of the Salineville Pottery Co. is to be sold by the bondholders at an early date, and the property converted into an electric-porcelain manufacturing plant.

Steubenville, O. — The Steubenville pottery has changed hands and there is a great deal of activity in the official end of the plant. Mr. D. J. Sinclair, a prominent banker and financier of the city, has disposed of his extensive holdings in the firm to Harry Wintringer and B. L. Joyce, after having been connected with it since it first started. Mr. Wintringer has been president of the company for a number of years, and Joyce has been general manager.

Logan, O. — Announcement is made that operations have been resumed at the plant of the local pottery.

Grafton, W. Va. — The Harley Pottery Co. will build an addition to its plant at an estimated cost of \$2,500.

Baltimore, Md. — The plant of the Edwin Bennett Pottery Co. is to be enlarged. A plot of ground for this purpose has been purchased at a cost of over \$12,000.

Wheeling, W. Va.—A plan is on foot to start one of the idle plants of the Riverside Potteries Co. that formerly were used for the manufacture of general or semi-porcelain ware, to manufacture sanitary ware.

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Sebring, O.—The three additional kilns that the French China Co. has been adding to its plant, are about completed. This gives a capacity of ten kilns. The total kilns at this place is 30, which last last year produced goods estimated to be worth \$1,250,000.

It is stated that the Sebring Brothers, who have been among the very successful manufacturers of pottery, will commence the manufacture of automobiles within the next two months, and that a large factory for this purpose is being built near the plant of the Oliver China Company here.

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Trenton, N. J.—The capital stock of the Cook Pottery Co. has been increased from \$150,000 to \$500,000.

There has been a reorganization of the Ionia Manufacturing Co., and it is proposed to extend the feature of decorating pottery and produce higher grade goods.

Two novelties in pottery production are being turned out at Trenton potteries, and both under a United States patent. Both are smokers' articles. One is a cigar-shaped affair, hollow inside, and with a perforated cap which can be screwed on after the tube has been filled with tobacco. The other novelty is a method for placing photographs on china and porcelain—something that has been sought for ages. James Foscett, of Trenton, has successfully completed tests with this end in view, after many years of labor and study. Mr. Foscett has been with the Willetts Pottery Co. for 28 years and in the Anchor pottery at Trenton.

East Liverpool, O.—After the first of the year the J. W. Bach porcelain plant is to be started up, but no date is announced, as far as can be learned. It is located on the North American Manufacturing Company reservation, near the Homer-Laughlin pottery.

Col. Will A. Rhodes, secretary of the Colonial Pottery Company, has disposed of his interests in that firm to become a salesman for the Knowles, Taylor & Knowles Potteries Company. Mr. Rhodes represented this firm on the road for a number of years prior to interesting himself in the Colonial pottery, and is a first-class salesman. Edward J. Touhill, salesman for the Taylor, Smith & Taylor Pottery Company, of Chester, W. Va., succeeds Rhodes at the Colonial.

Within a few weeks the new dinner shape of the Potters' Co-Operative Co., East Liverpool, will be ready for the trade. A new line of assortments and plaques is also being prepared for 1910.

At the Warner-Keffer China Co. it has been found necessary to enlarge the decorating department and keep some parts of the shop working nights.

Although the capacity of the Colonial pottery here is but six kilns, the company has been compelled to push its operating department to the limit in order to make four glost kilns a week, or eight kilns in two weeks. This is an increase of two kilns of ware per fortnight over past records.

Additions are being made to the plant of the Hall China Co., of this city, in order that the capacity of the decorating department may be increased. The company recently placed a line of underglaze dinner ware on the market, orders for which have kept the pottery operating practically night and day.

RECENT FIRES

The American Cash Store, Sacramento, Cal., suffered a disastrous fire, which destroyed 25 per cent. on building and 90 per cent. on stock. The insurance risks on stock amounted to \$29,350; building, \$58,000.

The New York Ten Cent Store, at Rock Hill, S. C., damaged by smoke and water from fire in adjoining store.

The Charles H. Torsch Co., Baker Bros., and the United Glass Co., Baltimore, Md., dealers in crockery, were of several concerns that were burned out on the night of December 2. The total loss is placed at \$300,000.

The department store of Lewis & Mason, Chisholm, Minn., was damaged by fire to the extent of \$10,000; fully insured.

U. S. POTTERIES INCORPORATED

The United States Potteries Company has been incorporated under the laws of New Jersey, with an authorized capital of \$100,000, and is to manufacture and deal in pottery and all kinds of clay products. The New Jersey office is at the headquarters of the New Jersey Title Guarantee and Trust Co., 83 Montgomery Street, Jersey City, and the incorporators are John L. Wells, William M. Park, and Charles T. Lark, of 5 Nassau Street, New York, the latter being also of Hackensack, N. J. Inquiry concerning this company elicited the information that the incorporation had taken place, but nothing had been done toward the establishment of a plant, etc., and that it might be several months before any action in that direction would take place.

ELECTION P., B. & G. SALESMEN'S ASS'N

THE annual election of officers and board of directors, of the Pottery, Brass & Glass Salesmen's Association, took place December 16 at the Board of Trade room, 25 West Broadway, resulting as follows: President, Albert E. Snow, Plume & Atwood; vice-president, R. E. L. Wells, L. Strauss & Sons; secretary, Jos. F. O'Gorman, the O'Gorman Advertising Agency; treasurer, George Hamilton, Furnivals, Limited. Directors: H. S. Mirrielees, Manning, Bowman & Co.; Wm. M. Magee, Plume & Atwood; Wm. R. Demorest, Demorest & Co.; John Nixon, Fostoria Glass Co.; Edward M. Uniack, Jr., Onondaga Pottery Co.; Wm. S. Pitcairn, W. S. Pitcairn; Chas. H. Taylor, Libbey Glass Co.; Henry Endemann, Endemann & Churchill. The meeting was attended by about 25, the majority of the members being out of town residents. It took several hours to count the ballots. Secretary O'Gorman made the following interesting report.

Our gain in membership during 1909 is not as great as I would like to report but in the Treasurer's report of the finances you have something to be proud of. We have admitted but 42 new members this year and have lost 32—23 by suspension and 9 by death. A net gain of but 10.

The period of hard times from which the country is just emerging is undoubtedly one of the reasons for the meagre new membership. Men hesitated to increase their fixed expenses, even \$5.00 a year. But, with the promises of unexampled prosperity held out to us for the immediate future and plans in the making for an aggressive Association publicity campaign beginning early in 1910, we hope by the twelve-month hence to be able to present to you a record in new memberships, heretofore unapproached.

The nine members called by death were:

	Membership	Age
Elmer I. Hughes	320	46
Francis R. Dominick	211	"
Thos. G. Madoc	619	54
Chas. H. Clarke	174	65
Albert L. Wells	895	31
John H. Hohman	394	47
Peter Chase	447	66
Kenneth R. Bryce	793	25
James W. Wiseman	268	65

That five out of the nine were taken in the prime of manhood, furnishes us with a striking illustration of life's uncertainty and the danger of any backward trend or even marking time. We must go forward; we must show an ever-increasing membership upon which to make the necessary demands to pay our death claims, if the present low cost per capita for maintenance is to be preserved—if the burden is to continue light. Each year our ability increases

as the life expectancies of our older members shorten and the deaths among them will be more numerous.

To be sure our reserve fund is growing rapidly; we have added over \$1,800.00 to it this year by transfers at favorable times from the benefit fund. As it stands to-day, we could in emergency pay 22 death claims without calling an extra assessment. This has been accomplished in a little over three years—thanks to the nucleus left by former President Endemann. But, we do not wish to touch it for years to come and we do not wish to call more than two assessments of \$2.00 each in any year, which means that we must grow in membership each year in no small numbers.

We have splendid prospects of establishing a Sick Benefit Fund the coming year. You will all be given an opportunity of lending a hand, so that the glory will be individual, as in the case of our worthy ex-president.

This organization was established to do away with the "passing of the hat" (as Col. Stahl has so picturesquely described it on several occasions), when a brother in the ranks died in straightened circumstances. The good work done in the past seventeen years is a monument to the founders to be prized far more than stately shafts of granite, or towering mausoleums of marble.

Occasionally, however, we are still prompted to "pass the hat" to relieve the pressing needs of some unfortunate brother in distress. We ought to have a fund for the purpose under the control of the Board of Management, so that relief may be afforded without public disclosure of attending circumstances.

" 'Tis a little thing

To give a cup of water; yet its draught
Of cool refreshment, drained by fever'd lips,
May give a shock of pleasure to the frame
More exquisite than when nectarean juices
Renew the life of joy in happiest hours."

Why not be ready to give the "cup of water"?

The death claims of Albert L. Wells and Kenneth R. Bryce, alone remain unpaid, because in the case of Wells the beneficiary named, died before he and letters of administration have not as yet been issued. In the case of Bryce, the beneficiary died before presentation of claim. In the other instances the claims were met with our usual promptness, a special telephone-called meeting was held in one case of urgent need.

I will close by rendering the following account of the monies which have passed through my hands during the year, all of which have been passed to the keeping of the treasurer:

POTTERY AND GLASS

Initiation Fees	\$84.00
Dues	839.00
Assessments	3,302.00
Exchange	.95
Total	\$4,225.95

I thank you for honor conferred in renominating me for the Secretaryship and if elected will endeavor to serve the Association to the best of my poor ability. I hope that each of you have a Christmas of unalloyed pleasure and a New Year of unequalled prosperity.

EAST LIVERPOOL'S NEW FIRM

J. Gates McCoy Co., importers and manufacturers' agents, is the name of a new potters' and glass manufacturers' supply house located at 435 Broadway, opposite the new Post Office, East Liverpool, O. They carry a large line of decalcomanie, colors, and other supplies which are used in the glass and pottery trade. Mr. J. Gates McCoy has been identified with the glass and pottery business for the past fifteen years; he was for a number of years connected with the old *Glass and Pottery World*, of Chicago, and when that paper was bought by Clifford and Lawton, of New York, and merged with the *Green Book*, he was still retained as representative, but finally withdrew six years ago. For the past twelve years he has sold supplies, representing the Eureka Flint and Spar Co., of Trenton, N. J., and is still their western salesman.

Going to Europe in the spring of 1909, he made connections with several factories, and is now showing a large and varied line of Decalcomanie Transfers and other supplies. Mr. McCoy has the confidence of the men with whom he has dealt so many years, and has been very much encouraged by many substantial orders already placed for his new lines. The aim of the new concern will be to carry the best materials procurable, as they believe that "good goods make good business."

GEORGE HAMILTON'S NEW LINE

Another beautiful show and salesroom has been added to the Crockery Exchange Building 25 West Broadway. It is the agency of Furnivals, Limited, England, and Mr. George Hamilton, formerly for 19 years secretary for Maddock & Miller, is the agent. The headquarters are located on the top floor of the building, with windows looking out on West Broadway. The room has been completely renovated and the walls and ceiling are bright as a mirror. Counters extend around both sides and the rear and center and the new gallery at the west end Mr. Hamilton will use as his office.

But the room itself is not the real attraction,

by any means; it is the very high-grade lines of English table and bedroom wares, that catch the eye. Every piece is fresh from the steamer and, with their new 1910 shapes, designs and decoration, make as fine a display as is contained in the district. Mr. Hamilton has been many times congratulated on his new location, the well established house he represents and the class of goods they manufacture.

FIRM OF ALFRED COLLEY & CO.

Mr. Alfred Colley, who has had 25 years' experience with the pottery firm of Johnson Bros., of Hanley, etc., and traveled Canada and the United States selling their goods, has branched out for himself under the above firm name, and has secured the Gordon Pottery, of Turnstall, Staffs, and is engaged producing some special shapes and patterns in Royal semi-porcelain earthenware, adapted to the Canadian and United States markets.

Edward Butler, the New York importer of English pottery, represents the new firm as agent, and will carry a full line of the Gordon pottery goods. When Mr. Colley severed his connection with Johnson Bros. he was presented with a costly gold watch and sovereign purse, suitably engraved with the dates 1882 to 1907, same coming from the directors in recognition of long and faithful service. The staff presented him with a fine silver tea service.

GAS FOR FIRING POTTERY KILNS

Present signs point to the piping of natural gas from the fields to Baltimore, Md., where it will be sold for manufacturing purposes, as low as 15 cents per thousand feet. It is said that the Edwin Bennett Pottery Co. purposes using gas instead of coal, and Henry Brunt, vice-president of the company, is quoted as saying that gas at 15 cents would be much cheaper than coal at \$2.75 per ton. In the manufacture of pottery the heat must be of uniform temperature, a condition hard to realize with coal fires. With the use of coal the kilns must burn idle for some time after firing to secure the right temperature before the clay ware is introduced, and injury is done to the ware at intervals in the firing by the admission of air in coaling. On the other hand, natural gas is a fuel through which the maximum heat is secured the moment the match is applied to the burner, and it remains uniform, while the kiln is not successively heated and cooled as is the case with coal.

Fire has destroyed the Economy Department Store at South Bend, Ind., entailing a loss of about \$90,000. The store was owned by Nat and Louis Salinger of Goshen, Ind., and Harry Salenger of South Bend.



CHINA, GLASSWARE AND LAMP SALESROOM OF M. SELLER & CO., SEATTLE, WASHINGTON



FINELY ARRANGED HOLIDAY WINDOW DISPLAY, S. E. KAUFMAN DEPARTMENT STORE, TRENTON, N. J.

ENTERPRISE IN SEATTLE

A GROWING and hustling firm that is getting itself very rapidly before the public in the fast developing Northwest is M. Seller & Co., Inc., of Seattle, Wash.

This house has a six-story and ground floor establishment that covers space from number 409 to 417, inclusive, in First Avenue, South, near King Street, and the miscellaneous lines of merchandise sold are set forth in bold letters on the front. They include crockery, glassware,

POTTERY AND GLASS

table and pocket cutlery, lamps and lamp stock, stoves and ranges, tinware, graniteware, hardware, woodenware, willoware, wrapping paper, paper bags, twines, camp, hotel and steamship supplies, holiday goods, novelties, toys, Haviland white and decorated china, Japanese china and a full line of the celebrated Libbey Cut Glass, made at Toledo, O.

Of the 12,000 square feet of floor space that Mr. H. Koch, manager, has apportioned to the display of hotel goods, 4,000 feet are devoted to the showing of china, glass and silverware, and it is Mr. Koch's proud boast that this department is always up to the top notch of attractiveness.

Articles for hotel use are made a specialty of. Among the lines handled are the Onondaga Pottery Company's china, Grindley's, Haviland and German china, and semi-vitreous hotel china, of the Knowles, Taylor & Knowles make. A force of four salesmen is employed to look after the hotel trade exclusively, in addition to Mr. Koch, who is in charge of this branch.

M. Seller & Co. recently established a record for quick delivery of goods. On July 27 an order was secured by Mr. Koch for several thousand dollars worth of the Onondaga Pottery Company's china for a Seattle hotel. It was forwarded to the factory at Syracuse, N. Y., and in 38 days thereafter the goods were in use.

The accompanying cut shows the beautiful china and glassware department, with the artistic arrangement of the different wares. The china display has been given great prominence, and Seattle contains no store whose interior would show up better if photographed. This photograph was taken especially for POTTERY AND GLASS.

TRENTON'S ARTISTIC STORE

THE S. E. Kaufman store, of Trenton, N. J., made a hit by utilizing a double-window display for the enticing of the Thanksgiving trade—a display that was at once beautiful, practical and very well planned. The window is on a corner, one side of which was transformed into a splendidly equipped kitchen, with everything in readiness for preparing the Thanksgiving feast.

The other side, or front of the large window, showed a finely furnished dining-room, with everything ready for the Thanksgiving dinner, even to the guests, who were about to be seated at the table. This comprehensive, beautiful and lifelike display included everything requisite to the well appointed dining-room, including the furniture, pictures, linen, lighting devices, and silverware, a charming arrangement of fine china and glassware. The two latter were, of course, conspicuously displayed on the dining table, with a rich new dinner set placed for

dinner, cut glass tumblers, side dishes, etc.

At the left of the table a handsome china closet was placed, well filled with the latest ideas offered by the china world. The fronts of the windows were utilized for the display of various odd china, glass and linen.

The unusually natural atmosphere that characterized these beautifully planned windows won the admiration of large crowds and, of course, results commercially were most gratifying, as the Kaufman store is one of Trenton's largest and finest department stores and carries everything displayed in these very attractive windows, featuring china and cut glass more strongly than any store of the city.

PORCELAIN AT AUGSBURG

From an interesting description in the *Zentralblatt für Baukeramik und Glasindustrie*, it would seem that the new Augsburg Museum has acquired a valuable collection of old porcelain, hitherto in the possession of Herr A. F. Butsch, Commercial Councillor. The 607 specimens include representations of the rarest Meissen ware; such as works of Johann Joachim Kändler and other artists. Various German eighteenth century productions are supplemented by English and French porcelain. The whole exhibit bears witness to the taste and expert knowledge of its collector.

DEATHS

Amory Houghton, Jr., president of the Corning Glass Works, of Corning, N. Y., died recently, aged 70 years. His father, who was a pioneer flint glass manufacturer, built the Corning glass factory in 1868. For many years deceased was a potential figure in the cut glass trade.

William Salt, Sr., Trenton, New Jersey's pioneer crate-maker, and who for more than forty years made crates for the leading potteries, died recently at his home in that city. He was seventy years old.

William R. Black, for many years buyer for the Jonas Long's Sons' department store, of Scranton, Pa., died in that city recently in his sixty-first year.

The death of William Mackaye Laffan, publisher of the New York Sun for 25 years, which occurred at his home, Lawrence, L. I., recently, was a severe blow to art, particularly the ceramic art. He was an authority on Oriental porcelain, and in 1905 directed the work of cataloging the Chinese porcelain in the collection of J. Pierpont Morgan, and later the Chinese porcelain in the Metropolitan Museum of Art, New York, of which he was a trustee. No man knew more about Oriental porcelain than Mr. Laffan, and he was very proud of his standing as a critic.

WANT COLUMN

Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

WANTED First class shipping clerk.
ONE who understands the glass and china business. Highest wages to right man. Must be sober and steady.

SPLENDID OPPORTUNITY to buy an interest in an entire pottery plant manufacturing utility and art ware, superior clay, unlimited quantities free for 3 years. Address Hot Springs Pottery Co., Hot Springs, Ark.

FOR SALE—Half interest in established crockery business in city of 40,000 inhabitants to party capable of taking entire charge of same. About \$2,500 necessary. Address Hagans China Store, Greensboro, N. C.

WANTED—A reliable traveling salesman familiar with the line to represent a large western wholesale China & Glass house on a Nebraska territory. State salary and experience. Address Travelling Salesman, POTTERY AND GLASS, 59 Park Place, New York.

WE are always in the market for something new—and new manufacturers to represent in Crockery, Glassware, China, Lamps, Housefurnishing goods and novelties. Write us. E. SWASEY AND CO., Pottery, Crockery and Glassware, Portland, Maine.

SITUATION WANTED

WANTED—BY first class salesman *that gets results*, position as pottery sales-manager or salesman. Twenty years manufacturing and selling experience, thoroughly competent to handle large trade, absolutely reliable. Can furnish A1 reference. December 1, or January 1 engagement. Salary position with good strong line only considered. Address Box 189, POTTERY AND GLASS.

WANTED—On January 1, several competent, energetic salesmen for Middle Western territory by new Western Importing House doing its own importing, and making a specialty of Popular Priced lines and assortments, and the most complete line of Souvenir or View China Specialties, ever brought to America. A splendid proposition for the right men. Applicants must give references. Address JOHN H. ROTH & CO., Peoria, Ill.

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FOR SALE—Four kiln pottery plant. Brick building, 3-4 acre of land, barn, decorating kiln, extra fair stock of raw materials on hand, also full line blocks and cases for either china or rock ware. Buildings all steam heated, fire pump, tank and sprinkler system, electric lights. All machinery necessary. Everything in first class order. Get clays, coal, etc., by canal, cheap. Good water supply, plenty of help. Will sell cheap if sold this year. Address P. O. Box 248, Chittenango, N. Y.

WANT COLUMN—Continued

ENGLISH MANUFACTURERS are open to appoint agents for the various divisions of the States to sell High Grade Semi-Porcelain Dinnerware on import basis at laid down prices. Magnificent additional line for keen men with experience and established connections in the crockery world. Applicants must give fullest particulars of previous experience, reference, and state territory they desire to control. Address "English" care of POTTERY AND GLASS, 59 Park Place, N. Y. City, N. Y.

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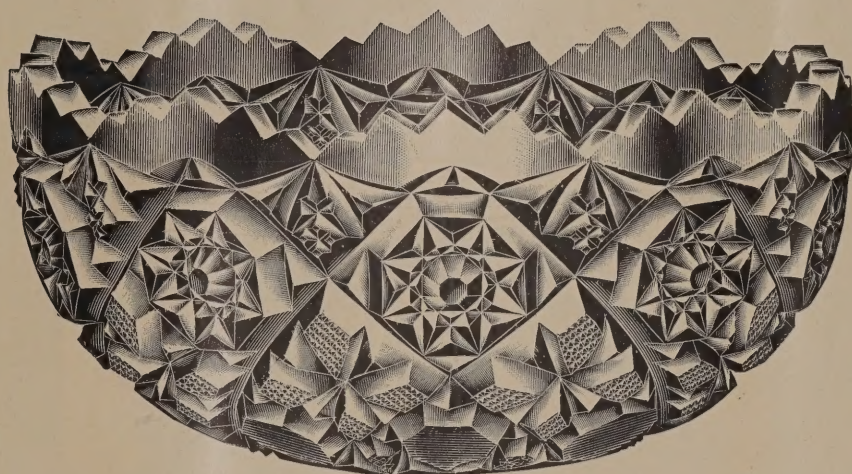


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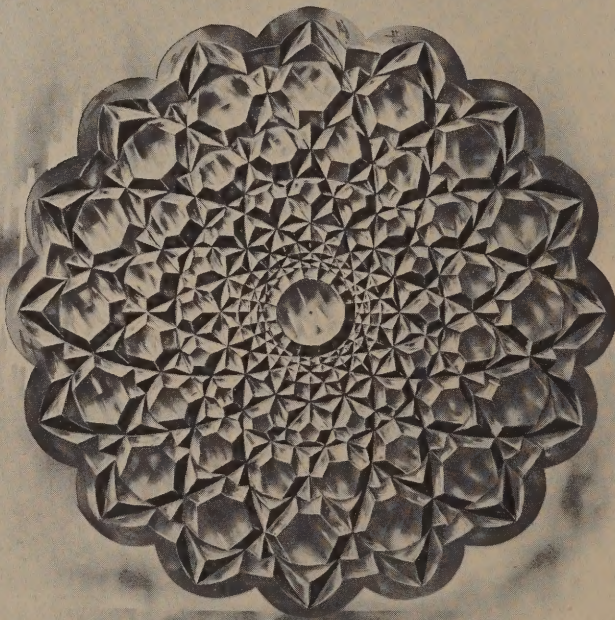
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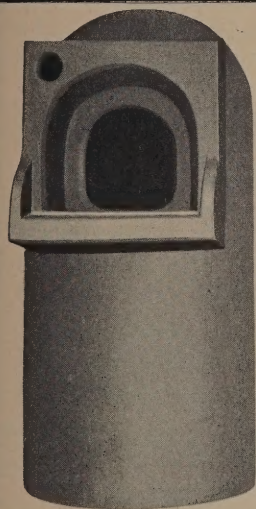
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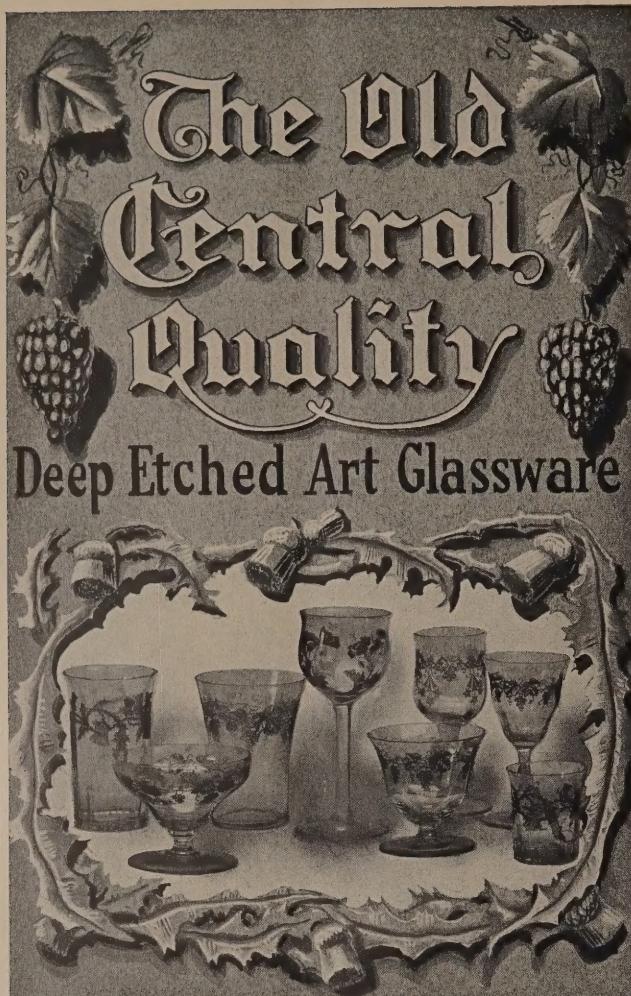
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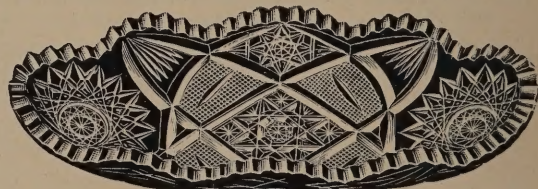
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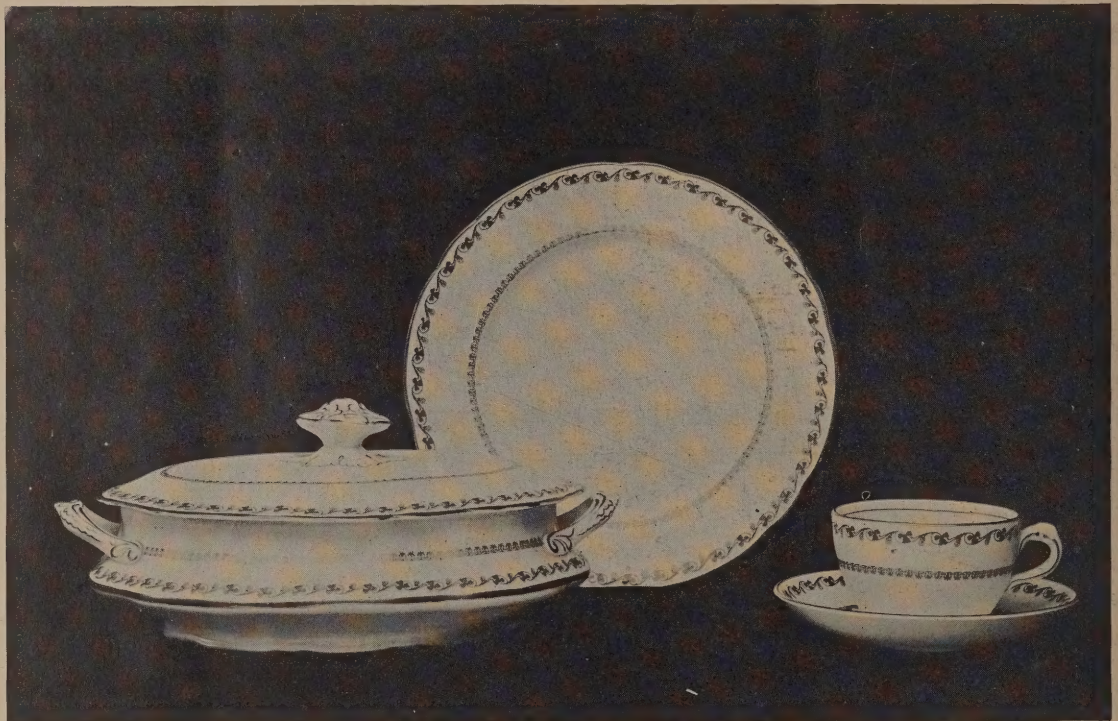
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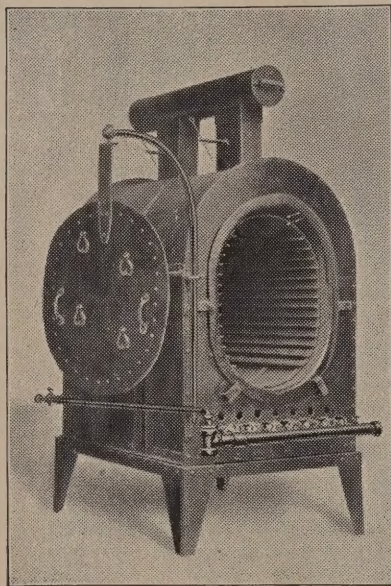
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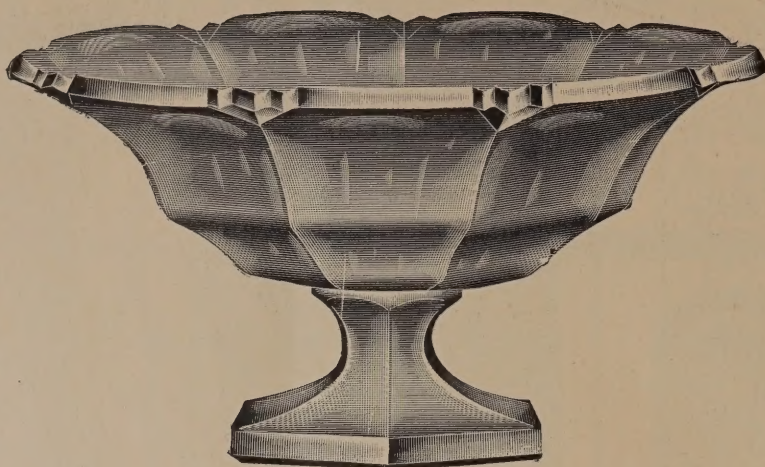
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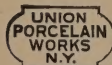
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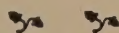
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